

# GRAIN DEALERS JOURNAL

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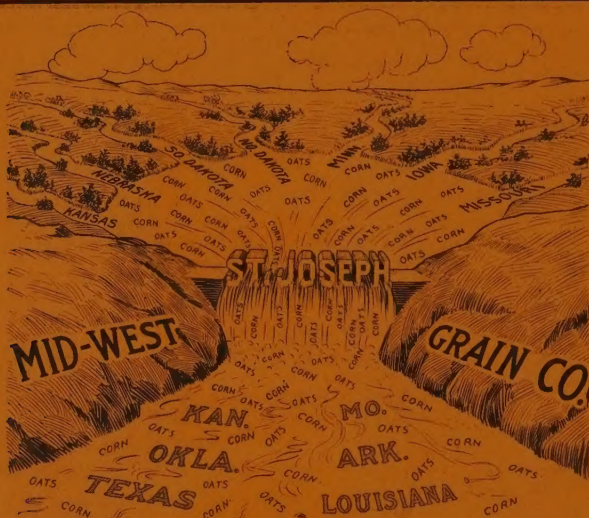
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# St. Joseph Grain Exchange

St. Joseph, "The City Worth While," is located on the banks of the Missouri River, in the heart of the farming country of the nation. The transportation facilities, from the grain movement standpoint, could hardly be excelled. The Burlington railroad leads to Omaha, Chicago, St. Louis, and Kansas City, besides the Sheridan branch. The C. G. W. leads to Kansas City, and, thru Des Moines, to Minneapolis and the North. The Santa Fe connects with the main line at Richmond, and in the opposite direction leads to Topeka. The Rock Island main line leads to Topeka and to Chicago; and the St. Joseph & Grand Island leads into Nebraska to Grand Island, while the Missouri Pacific connects with the main line at Atchison, Kans.

Extensive railroad yards are located in St. Joseph, the Burlington alone having 73 miles of side-tracking.

Transit privileges enjoyed enable the handling of cars at less cost than at any other terminal market in the state, and the Transportation Department of the exchange is continuously on the watch to see that nothing in the way of transit privileges is overlooked.

Among other reasons why shippers of southern Nebraska, northern Kans., and northern Mo. are finding St. Joseph an agreeable market to which to ship, is the fact that in case they should desire to do so, from a number of points they can forward their shipments to Kansas City without extra cost for freight. Another good reason is that the market is close, facilitating quick results, and, in case any differences should arise or anything go wrong, the matter can be adjusted at minimum cost, but with maximum satisfaction, over the telephone.

The St. Joseph Grain Exchange was organized in August, 1915, the par value of a membership being \$100. That a membership sold Jan. 30 for \$1,800 speaks volumes for the growth and importance of the exchange. Sixty-three members are now enrolled.

This growth of the Exchange caused the members to desire a trading hall of their own, so they have leased the top floor of the Corby-Forsee Bldg., in which most of the grain offices are located, and their new exchange hall will soon be ready for occupancy. The new hall is large, high, light, and will be equipped with the most modern facilities for serving the trade. Both the Western Union and the Postal telegraph co.'s have offices on the floor where the trading is done. This hall will be of ample size to care for the exchange members for some time to come, but, when occasion demands, at least 800 sq. ft. of floor space can be added by removing a partition and building on to the present hall.

St. Joseph will soon have the highest market all the time, in fact it will be several stories higher. The new Exchange Hall is on the 13th floor of the Corby-Forsee Bldg.

THE ARBITRATION COM'ITE, composed at present of C. A. Geiger, J. A. Gunnell, and F. J. Watts, is elected for one year by the Board of Directors. All disputes between members must be arbitrated before court action is taken, the member refusing to arbitrate being liable

to suspension or expulsion. The Board of Directors may at its discretion permit the parties in the controversy to commence proceedings at law without arbitration. In case a non-member presents a demand against a member and asks arbitration of it, he must accompany his complaint with a release in the following form:

"Whereas, the undersigned claims to have a demand against ..... a member of the St. Joseph Grain Exchange, and has requested arbitration thereof, in accordance with the provisions of the Constitution of said Ass'n; now therefore in consideration that the said Ass'n has permitted the undersigned to file complaint against said member, and in further consideration of the sum of one dollar to me in hand paid by the said member, the receipt of which is hereby acknowledged, the undersigned has released, acquitted, and forever discharged, and does by these presents forever release, acquit, and discharge the said ..... of and from any and all demands, claims and rights of action heretofore existing in my favor and described in the complaint filed by the undersigned with said Ass'n."

This instrument is held by the President in trust pending the result of the arbitration, and is delivered to the defendant in either of the following:

1. In case the complainant shall not prosecute his claim before the Arbitration Com'ite within ten days after being notified to do so by said Com'ite, or by the Board of Directors.

2. In case the defendant shall present a counter claim against said claimant and the claimant shall fail to comply with an order of the Board of Directors requiring him to give bond, within ten days after such requirement be made.

3. In case judgment shall be rendered for the defendant by the Arbitration Com'ite, or, in case of appeal, by the Com'ite of Appeals.

4. In case the defendant shall pay or offer to pay such claimant the amount of judgment rendered in favor of the said claimant, after deducting any counter-demand adjudged in favor of the defendant.

But in case judgment shall be rendered against any member of the Ass'n which he is unable or unwilling to pay, then the release is canceled and returned to the claimant.

In all such adjudications, the Com'ite shall construe all by-laws, rules, and regulations of the Grain Exchange as being designed to secure justice and equity in trade.

Appeal may be made by giving notice in writing to the sec'y within two business days after award or finding by the Arbitration Com'ite shall have been delivered to the parties in the controversy. The findings of the Com'ite of Appeals is final and binding, and is not subject to review by any other tribunal of the Ass'n.

The fees for arbitration are: amounts under \$100, \$5; \$100 to \$500, fee of \$10; amounts from \$500 to \$1,500, fee of \$20; between \$1,500 and \$2,500, fee of \$25; and from \$2,500 upwards, the fee is \$50, all to be paid in advance to the sec'y by the party bringing the case. Fees of the Com'ite of Appeals are the same as the fees in the same case before the Com'ite of Arbitration.

THE APPEALS COM'ITE is composed of Robert R. Clark, A. C. Muench, and C. P. Woverton.

Besides these regular com'ites of the exchange, the Industrial Com'ite, of which Alden B. Swift of the packing co. is chairman, is endeavoring to bring not only grain and flour mills, but all kinds of manufacturing industries into the city. It was due largely to the efforts of this com'ite that the Larrabee Mills Co. was induced to locate its new mill at St. Joseph.

The publicity com'ite, of which J. L. Frederick is chairman, has spent considerable money during the past year in placing the advantages of St. Joe and the exchange before the country.

## Commissions on Consignments and Brokerage.

On consignments, the following commissions are charged on incoming grain: Wheat, rye, barley, one cent per bu.; kaffir corn, milo maize, and feterita, 1c per bu.; snap corn and ear corn, 1c per



New Trading Hall of St. Joseph Grain Exchange.



bu.; shelled corn,  $\frac{3}{4}$ c per bu.; oats,  $\frac{1}{2}$ c per bu.; flaxseed, one per cent bu.; mill stuffs, \$5 per car; alfalfa meal, 50c per ton; and seeds of all kinds, except flaxseed,  $1\frac{1}{2}$  per cent of gross proceeds.

Should the consignee wish to take to his own account, consigned grain, he must immediately post with the sec'y or his assistant, the car no., grade and price at which it has been taken to his account, and this price must be higher than any price he has been bid for the grain. Seventy-five per cent of St. Joseph's receipts are consigned shipments.

The commission for buying and shipping outgoing track grain is one cent per bu. on wheat, rye, barley and flaxseed;  $\frac{1}{2}$ c per bu. on shelled corn and oats; snapped corn and ear corn, 1c per bu.; kaffir corn, milo maize and feterita, 1c per hundred; \$5.00 per car on mill stuffs; and  $1\frac{1}{2}$  per cent of the gross proceeds here on seeds of all description except flaxseed. Alfalfa meal at 50c per ton.

The regular brokerage charge is fifty cents per car on cars of grain upon which the regular commission charge is one-half cent per bu., and upon all other cars of grain, the regular brokerage charge is one dollar per car; upon mill stuffs, one dollar per car, and upon seeds, two dollars per car.

Purchases of grain in the country by any member of the Grain Exchange for the account of any other member of the exchange, or for any firm or corporation who may be represented by a membership in the grain exchange, is not considered as brokerage business, and must be handled as regular consignment business. These commissions are the same as are in force at other Missouri river markets.

The rapid increase in the amount of grain received at St. Joe during the past year makes a statement of the amount received during the past year delusive. Over 6,000,000 bus. were received during the first seven months of 1916, but the daily receipts are now running from 40 to 60

cars. When the new 6,000 bbl. flour mill of the Larrabee Mill & Ele. Co. is completed, the city's demand for choice milling wheat will be increased by about 25 cars per day. Naturally this will attract other wheat.

### The Officers.

F. R. WARRICK, PRES. of the exchange, first engaged in the grain business in 1889 at Kansas City where he was located until 1909, when he took his present position as manager of the Elwood Grain Co. He is capable, energetic and highly respected by all who have his acquaintance, and it is due in no small part to his efficient leadership that the St. Joseph exchange is today at its high plane.

A. J. Brunswig, vice-pres. of the exchange and founder of the A. J. Brunswig Grain Co., entered the grain business at Beattie, Kans., in 1872 where he operated a warehouse for two years and then converted it into an elevator. He moved to St. Joe in '93 where he has been very active since that time.

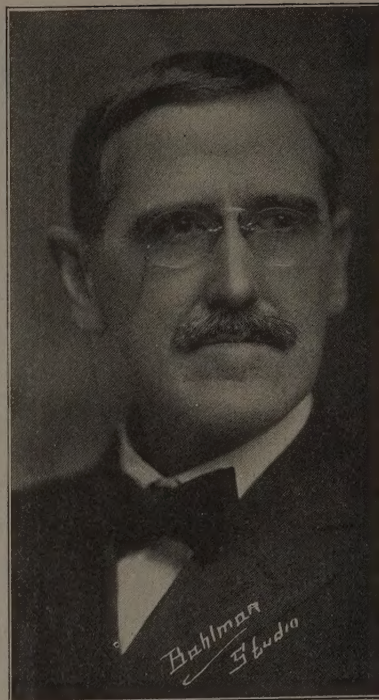
In 1905 he built the Burlington elevator, later disposing of it to the Burlington Public Elevator Co., who now operate it. He still owns an elevator of 30,000 bus. capacity at Beattie, Kans.

A. J. Brunswig, Jr., and his brother, H. P., are directly connected with their father in the company.

John M. Flynn, sec'y of the exchange, has been identified with the grain trade along the Missouri River since 1892. He is at present president and manager of the Mid West Grain Co., a new and aggressive firm which deals extensively in corn, and does a general merchandizing business. His co-workers give Mr. Flynn much credit for the organization and building up of the St. Joseph exchange.

### Elevators and Mills at St. Joseph.

The two public elevators at St. Joseph have a combined storage capacity of one million bushels. The older one, the Bur-



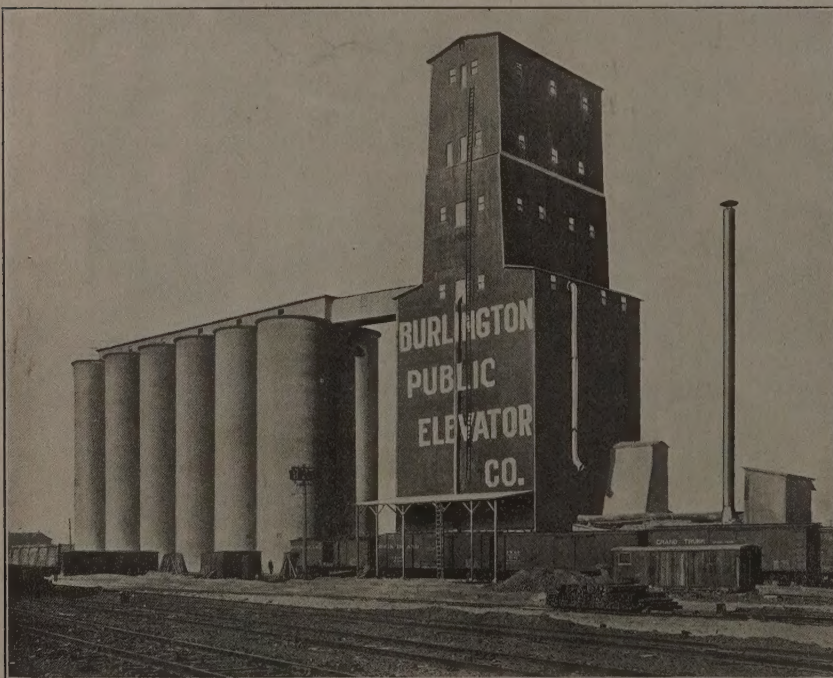
F. R. Warrick, St. Joseph, Mo., Pres. Grain Exchange.

lington Public Elevator, is located on the Burlington railroad, and is of 500,000 bus. capacity. It has 12 concrete tanks, each 85 ft. high x 26 ft. in diameter. The work house of the elevator is 50x50 ft. and is frame, of cribbed construction. Two cleaners, a clipper, and an Ellis dryer are among the grain handling facilities, steam power being used. Two hopper scales of 100,000 lbs. capacity furnish weighing facilities. The company is contemplating increasing the capacity of the elevator another 100,000 bushels.

C. A. Clark, manager of the Burlington Public Elevator Co., has been connected with the grain business for the past 27 years. He was with the Gregg Bros. Grain Co. at St. Joe for twelve years, and for six years was sec'y of the Burke Grain Co. He became sec'y and manager of the Burlington Public Elevator Co. on Jan. 1, 1915, two months after the organization of the company. Robert R. Clark, of the Aunt Jemima Mills Co., is pres. of this co., and A. J. Brunswig is vice-pres.

Charges for storage and service at the Burlington Public Elevator are: Storage,  $1/40$ c per bu. per day, the owner of the grain to carry his own insurance; cleaning or mixing,  $\frac{1}{4}$ c per bu.; Turning,  $\frac{1}{8}$ c per bu.; Cooling,  $\frac{1}{2}$ c per bu.; Clipping, 1c per bu.; Sacking,  $\frac{1}{4}$ c per bu., the owner of the grain to furnish the sacks and twine; Elevation,  $\frac{1}{4}$ c per bu. on all grain stored or transferred direct from car to car; Drying, the charge based on the moisture content and condition of the grain upon arrival at the elevator. Any and all grain or seeds are handled at owner's risk of loss, damage, shrinkage, in or by transferring, turning, cleaning, clipping, mixing, drying, fire, water, or the elements.

The St. Joseph Public Elevator is also of 500,000 bus. storage capacity, having 18 concrete tanks, each 23 ft. inside di-



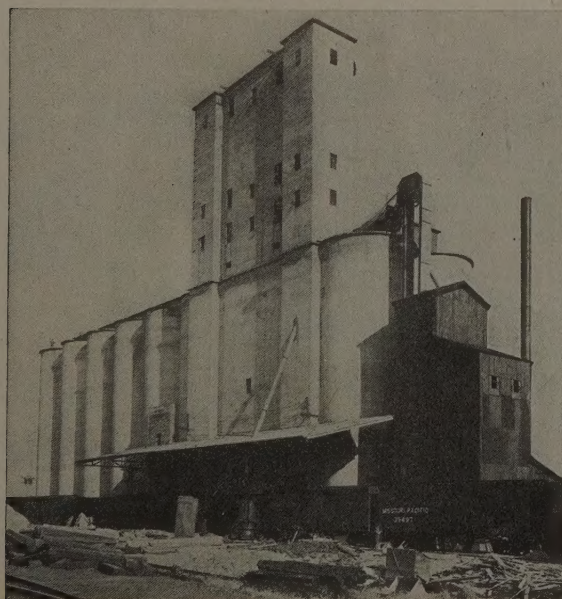
Burlington Public Elevator, St. Joseph, Mo.





John M. Flynn, St. Joseph, Mo., Sec'y Grain Exchange.

ameter, and 8 interstice bins. The grain handling equipment includes an automatic power shovel, Invincible cleaner and clipper of 2,500 and 1,500 bus. capacity, respectively, and a double car puller for service on two tracks. The car handling capacity of the elevator is 30 unloading



St. Joseph Public Elevator Co.'s 500,000 bu. Elevator.

and 40 to 50 loading. An Ellis Dryer of 1,000 bus. capacity is in a steel building separate from the other parts of the elevator. Electric motive power is used thruout, and electric thermometers located in the storage bins register the temperature of the grain at different depths all the time.

R. E. Hastings, vice-pres. and mgr. of the company, has been in the milling business at St. Joseph for the past 14 years. He is also western manager of the American Hominy Co. J. L. Frederick is pres. This company operates a strictly public elevator for the benefit of St. Joe and the tributary markets.

Storage and service rates at the St. Joseph Public Elevator Co. are as follows: Wheat, corn, oats, rye, and barley, first 20 days,  $\frac{3}{4}$ c per bu. or part thereof, and  $\frac{1}{40}$ c per bu. for each subsequent day; Mixing,  $\frac{1}{4}$ c per bu. each time; Turning,  $\frac{1}{8}$ c per bu. per time; Cleaning,  $\frac{1}{4}$ c per bu.; clipping, 1c per bu.; charge for drying is based on the moisture content and condition of the grain when it arrives at the elevator; elevation,  $\frac{1}{4}$ c per bu.; Cooling,  $\frac{1}{2}$ c per bu.; sacking,  $\frac{3}{4}$ c per bu., owner to furnish sacks and twine; and all grain and seeds are handled at owner's risk of loss, damage, or shrinkage, in or by transferring, turning, cleaning, clipping, mixing, drying, bleaching, fire, water, or the elements.

## Aunt Jemima Mills Co.

An extensive national advertising campaign has made Aunt Jemima's Pancake flour known everywhere, and "P'se in town, honey," has become a familiar ex-

pression, while "Aunt Jemima" is frequently burlesqued by amateur performers.

Robert R. Clark, pres. of the Aunt Jemima Mills Co., has long been connected with the milling industry. He is an active member of the exchange, and has interests in several of the companies on it.

J. W. Craver, treasurer, was first president of the St. Joe Exchange, and is now one of the directors of it. He is also sales manager of the Aunt Jemima co., and has managed the advertising campaign. William M. Clark, son of Robert, is sec'y of the co.

## The Elwood Elevator.

The Elwood elevator across the river was built in '98, and has a storage capacity of 500,000 bus. It has 96 bins, ranging in capacity from two to eight thousand bus. Included in its equipment are four corn cleaners, a wheat and oats separator, two oats clippers, a screw conveyor, three unloading sinks, six car loading spouts, two sacking scales, a corn sheller of 1,500 bus. capacity per hour, and an Ellis Dryer. A Corliss engine furnishes power, and 3 hopper scales of 100,000 lbs. capacity afford weighing facilities. The elevator has a double track spur from the St. Joe & Grand Island R. R. running thru the house.

The Elwood Grain Co. was organized at the time of the erection of the elevator. W. H. Ferguson, pres., is one of the best known grain men in the west, having been in the business since 1876. He resides at present at Lincoln, Nebr.

F. R. Warrick is vice-president and manager of the company. J. C. Kneer,



Aunt Jemima Mills, St. Joseph, Mo.



Elwood Elevator, St. Joseph, Mo.



sec'y, has been identified with the company since its organization. R. Scribner is treasurer.

This company opened a new department last September, engaging in the hay business on an extensive scale, but their specialty is grain. It does a large domestic business in corn, and exports it to Mexico and Cuba, also wheat to Europe.

#### Fogerty-Kneib Grain Co.

The Fogerty-Kneib Grain Co. is well and favorably known locally. M. F. Fogerty having been in the grain business at St. Joe for the past 18 years. For two years he was with T. P. Gordon, and for 9 years he has done a grain and hay business. John Kneib has been connected with the firm for the past 9 years.

This company has a well equipped warehouse and storage room of about 10,000 bus. capacity located at 1402-04 S. 12th St., and Mr. Fogerty has been representing the firm on the exchange, where he makes a specialty of handling consignments.

#### G. W. Carter Grain Co.

The G. W. Carter Grain Co. is another of the newer firms to take membership in the St. Joe Exchange. Mr. Carter has been in the grain business for the past ten years, owning and operating an elevator at Hepburn, Ia. He now handles consignments especially, also handling hay on an extensive scale. He is interested in elevators at Forest City and Mound City, Mo., and owns one at Hepburn, Ia. He is a member of the Grain Dealers National, the Missouri Grain Dealers Ass'n, and of the St. Joseph Hay and the Grain Exchanges. He, too, studied grain handling at Omaha and Kansas City before locating at St. Joe.

#### Grain Belt Alfalfa Mill.

The Grain Belt Alfalfa Mill is one of the most up-to-date alfalfa feed mills in the country. It has a daily capacity of 40 carloads, and the concrete warehouse will accommodate 2,000 tons of hay. Two concrete tanks for storing molasses each have a capacity of 250,000 gallons. This mill was erected at a cost of \$150,000. This company does a national business in alfalfa feeds.

#### The St. Joseph Hay & Feed Co.

The St. Joseph Hay & Feed Co., under the able management of H. L. Dannen, has grown from a small corporation organized in 1911, specializing in hay and mill feed, until it now has become one of the important factors in the grain trade of the middle west, specializing in choice varieties of milling grain, also in grain especially adapted to the manufacture of chicken feeds. Its office at 1015-16 Corby-Forsee bldg., is the last word in modern equipment and efficiency.

#### Gregg Grain Co.

F. Frederick, president and mgr. of the Gregg Grain Co., has been associated with the Gregg family in the grain business for the past 28 years. In 1885 J. H. and Edson Gregg formed the grain firm, J. H. Gregg & Bro., later J. H. taking over the interests of his brother. It was for this company that Frederick started to work. Upon the death of J. C. Gregg in 1908, the J. H. Gregg Grain Co. was consolidated with the Gregg Bros. Grain Co. Upon the death of J. H. Gregg the following year, Mr. Frederick assumed charge of the business and changed the name to Gregg Grain Co. The company specializes in corn, doing an extensive consignment and a general receiving and shipping business.

#### McKee, Lindley & Dunn Grain Co.

The McKee, Lindley & Dunn Grain Co. is one of the new concerns to locate at St. Joseph, the business being attended to by J. D. and J. C. McKee, Messrs. Lindley and Dunn being located at Stanberry, Mo., and are not grain men.

Twenty years ago J. C. McKee entered the grain business at Blanchard, Ia., where he operated an elevator. Ten years later J. D. entered the business with him, they operating elevators at Blanchard, Ia., and Westboro, Mo. For several months before purchasing a membership on the St. Joseph exchange, J. C. studied terminal handling of grain at Kansas City and Omaha. The company opened offices at St. Joe last September, and has since been doing a nice business, specializing in consignments, but also buying track stuff, corn, oats, and wheat.

#### Geiger Grain Co.

The Geiger Grain Co. is composed of Chas. A. Geiger and Wm. S. Geiger. Chas. A. Geiger, the owner and mgr. of the co., started in the grain business with the Hoffman Elevator Co., at Enterprise, Kans., where he located for three years. He then located at Robinson, Kans., where he operated 5 elevators at different times. Selling out at Robinson, he bought a membership in the St. Joseph exchange in the spring of 1916, and the company has been doing a general consignment and merchandise business since then. Wm. S. Geiger has been taking care of the soliciting end of the business.

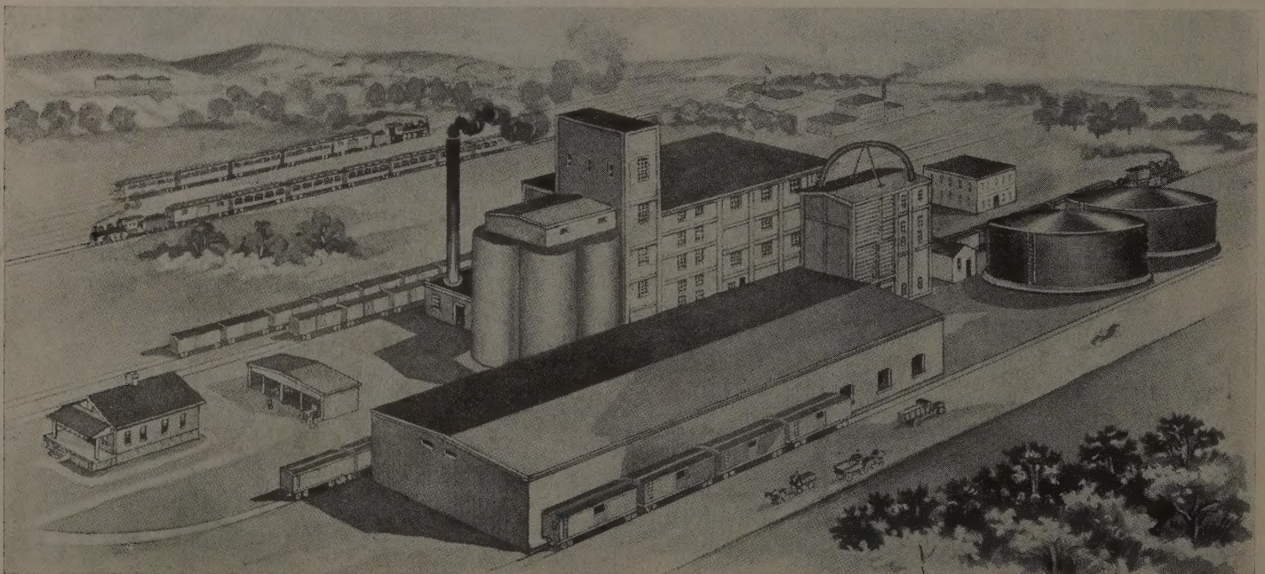
#### Hauck Milling Co.

The Hauck Milling Co. is one of the pioneer flour milling establishments of the west. In 1864 Geo. M. Hauck sold his mill at Lawrenceburg, Ind., and moved to St. Joseph where he and his brother, Jacob, built the present mill in 1865. Jacob Hauck died in 1892 and Geo. M. followed him in 1910 at the ripe old age of 80 years. Before he died, however, he had incorporated the Hauck Milling Co., A. C. Muench, general mgr. of the company, has been connected with the milling business for the past twenty years and is well known to the milling fraternity. The capacity of the mill is 200 bbls. per day and it has storage facilities for 50,000 bus. of wheat.

#### Gunnell-Gillett Grain Co.

The Gunnell-Gillett Grain Co. is the newest corporation doing business in St. Joe, altho Mr. Gunnell has operated as the J. A. Gunnell Com. Co. there since Oct. 1, 1916. He served as secretary of the Mo. Grain Dealers Ass'n since Feb. 1, 1915, but was forced to decline reelection at the recent convention because of the press of business.

Mr. Gunnell entered the grain business twelve years ago at Gorin, Mo. His associate in the new firm, M. H. Gillett, has been in the live stock business at St. Joe for many years, but has now disposed of his other connections and will devote his entire time to the new corporation. They do a general consignment and merchandise business.



Grain Belt Mills, St. Joseph, Mo.



## G. W. Helm Grain Co.

G. W. Helm, president of the G. W. Helm Grain Co., formerly owned and operated elevators at the following points: Robinson, Denton, Bendena, and Severance, Kans., Freeman Park, Amity, Maysville, and Easton, Mo. He has disposed of all of these elevators, and now specializes in a commission and consignment business.

Mr. Helm is also interested in the Helm-Kerr Hay Co. J. C. Kerr, formerly of Wichita, has full charge of this department of the business.

## J. L. Frederick Grain Co.

J. L. Frederick, pres. of the J. L. Frederick Grain Co., needs no introduction to grain dealers of Mo., as he has just been re-elected president of the Mo. Grain Dealers Ass'n. This company has been in business for the past 15 years, but was only incorporated in July, 1916. Aside from the company, Mr. Fredericks operates elevators at Faucett, Ferrill View, Cameron Pt., King City, and is interested in one at Hemple.

J. M. Dailey, vice-pres. and mgr. of the company, has been with Mr. Frederick almost since he started, finally being taken into the business. E. M. Loutch, sec'y, has been in the office for the past three years. All three are members of the exchange. E. L. McNeal, formerly of Gross & McNeal, Tarkio, Mo., has been traveling representative of this firm since the first of the year.

## Larrabee Mills Co.

The Larrabee Mills Co., which is erecting the new plant at St. Joe, is a well known concern which is incorporated for \$3,000,000. It operates a line of 40 country elevators, and the report is that this number will be increased to 75 before the new crops begin to move. This company also operates mills at: Hutchinson, Kans.; Wellington, Kans.; Stafford, Kans.; Maryville, Kans., and Clinton, Mo.

The new mill is to be 165 ft. long, 66 ft. wide, and 134 ft. high, with an elevator of 750,000 bus. storage capacity. It is to be of steel and concrete construction thruout, and the estimated cost is \$550,000. This mill is located on the Union Terminal Belt Line, on which are also located the St. Joe Public Elevator and the Grain Belt Alfalfa Mills, besides the Swift Packing plant.

## Marshall Hall Grain Co.

The Marshall Hall Grain Co. maintains a branch office at St. Joseph under the capable management of H. H. Savage, who for five years was their traveling representative out of the main office of the company at St. Louis. The St. Joseph office has been open for about a year, but, until Mr. Savage took charge, was used almost exclusively as a feeder for the main office. But he has developed a large business merchandising grain, and now the office is shipping and receiving grain itself.

L. Lee Savage, who was identified as manager of the Farmers Elevator Co. of Ashland, Ill., is now connected with the St. Joseph branch as traveling representative, and B. L. Fidler, who was formerly traveling representative of the main office, is also with the St. Joseph branch.

## Excello Feed Milling Co.

The Excello Feed Milling Co. was incorporated in 1910 for the purpose of manufacturing feeds of all kinds, specializing in alfalfa feed. It has a nation wide business, and purchases alfalfa hay from the west. Its alfalfa grinding equipment has a capacity of from six to ten tons per hour, depending upon the condition of the alfalfa hay. The plant has storage facilities for 50,000 bus. of grain, 400 tons of hay, and 200,000 gallons of molasses which is used extensively in the manufacture of its feed products. Electric power is used for the alfalfa grinder, but a Corliss engine furnishes power for the main plant. Wm. Hillix is president of the corporation, S. T. Wildbahn, vice-pres., and E. N. Austin is sec'y-treas. F. M. Spees is purchasing agent.

## T. P. Gordon Commission Co.

T. P. Gordon, founder of the T. P. Gordon Com. Co., first engaged in the grain business in 1881, while still in his "teens," at Morrell, Kans., where he operated an elevator. Later he operated elevators at Carlton, Nebr., and Seneca, Kans. He located in St. Joseph in 1889, going into the live stock business. He organized the St. Joe Live Stock Exchange, and stayed in this business until 1898, when he sold out to re-enter a strictly grain business. He organized the first St. Joseph Board of Trade and was its president for two terms.

The T. P. Gordon Com. Co. was incorporated in 1909, and it specializes in consignments. For the past fifteen years Mr. Gordon has given especial attention to the feeder business thruout the state, and at present enjoys a large feeder business.

Fred J. Watts, treasurer, is engaged with Mr. Gordon in handling the floor trade, and Lynn B. Gordon represents the firm on the road.

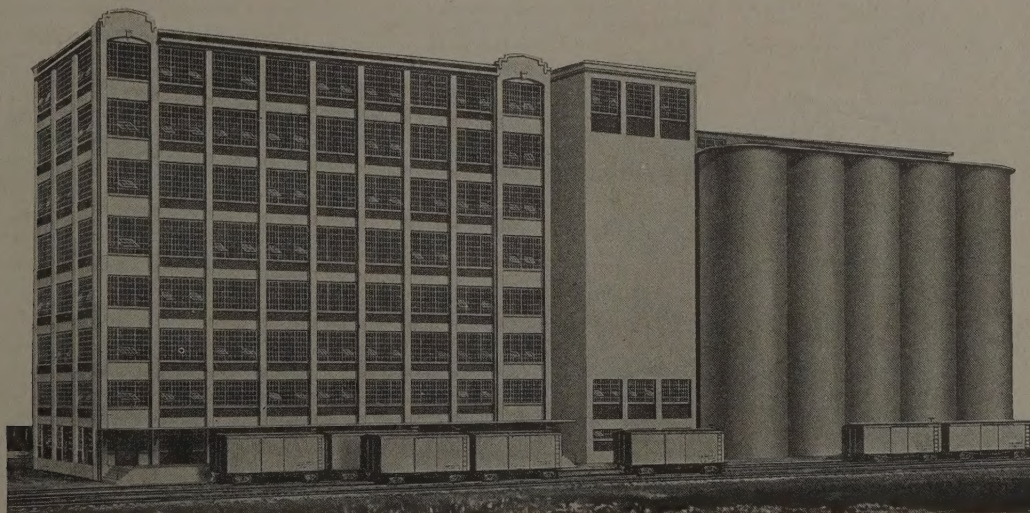
## Miller-Stevenson Grain Co.

The Miller-Stevenson Grain Co., whose headquarters are at Wichita, Kans., opened a branch office at St. Joseph last October, with Chas. G. Smith in charge.

R. B. Miller is pres. of this co., Geo. L. Stevenson, 1st vice-pres., L. B. Miller, 2nd vice-pres., J. H. Stevenson, sec'y, and J. E. Miller, treas. and general mgr. They have branches at Hutchinson and Atchinson, Kans., also.

Chas. G. Smith was connected with the Equity Com. Co. at Hutchinson for a number of years, then transferring his affiliations to the Miller-Stevenson Grain Co., at that place where he was located for about a year. The St. Joseph branch is having a suite of rooms prepared on the eighth floor of the exchange building, and will specialize in selling Kansas hard wheat to eastern mills, besides doing a general consignment and merchandising business.

GRAIN AND SUGAR were used in brewing and distilling in the year ended Sept. 30 to the following extent in Great Britain, according to Mr. Pretymann: Barley, 1,224,200 tons; other corn and grain, 305,176 tons; rice, rice grits, flaked rice, maize grits, flaked maize, and other similar preparations, 67,578 tons; sugar, 119,999 tons; molasses 41,115 tons; total weight, 1,758,068 tons. It may be estimated that this particular use of materials called for the employment of approximately one million tons net register of shipping because if home-grown grains had been used for other purposes it would not have been necessary to import as much grain. The present restrictions on brewing and distilling were not, however, in force during the first part of that period, and it is estimated that the shipping required would, in consequence of the restriction, be reduced to about 800,000 net tons.



Larrabee Mill Co.'s new 2500 bbl. Mill and 750,000 bu. elevator at St. Joseph, Mo.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## AMARILLO, TEX.

Beasley Grain Co., J. N., whole grain, field seeds.  
 Bishop, Grover C., grain, hay, field seeds.\*  
 Plains Gr. Co., E. S. Blasdel, millet, cane, kafir.\*

## ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., receivers & exporters.\*  
 Blackburn & Co., C. P., grain recvrs., exporters.\*  
 Dennis & Co., grain merchants.\*  
 England & Co., Chas., grain, hay.\*  
 Fahey & Co., John T., gr'n receivers & expts.\*  
 Gill & Fisher, receivers and shippers of grain.\*  
 Hammond, Snyder, E., grain, hay, receivers, expts.\*  
 Hax & Co., G. A., grain, hay, seeds.\*  
 Lederer Bros., grain receivers.\*  
 Manger & Co., J. A., grain, seeds, hay.\*  
 Robinson & Jackson, gr. com. merchants.\*

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.\*  
 Hasenwinkle Grain Co., grain brokers.\*  
 Slick & Co., L. E., grain brokers.\*  
 Worth-Gyles Grain Co., cash and futures grain.\*

## BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage, com'n.\*  
 Catlin Bros., brokerage & commission.\*  
 Colbert, Thos. E., grain, hay, millfeed, expts.\*  
 Cressy, Fred L., hay, grain, bkg. com.  
 Howlett Co., E. C., grain brokers.  
 Jaquith, Parker, Smith & Co., wheat barley milo.\*  
 Merigold & Co., A. L., chicken wheat specialists.  
 Southworth, J. E., gr. broker, export fwdwr.

## BUFFALO, N. Y.

Corn Exchange Members.

Buffalo Grain Co., recvrs., fwdrs., consignments.  
 Burns Grain Co., grain commission.\*  
 Churchill Gr. & Seed Co., recvrs., shippers.\*  
 Doorty-Ellsworth Co., Inc., brokerage commission.\*  
 Electric Grain Elevtr. Co., consignments.\*  
 Globe Elevator Co., grain & grain prdts.\*  
 Harold, A. W., grain, barley a specialty.  
 Irwin, Dudley M., barley.\*  
 Pratt & Co., receivers shippers of grain.\*  
 Ratcliffe, S. M., commission merchant.  
 Urmeton Grain Co., grain commission.\*

## CAIRO, ILL.

Board of Trade Members.

Hastings-Stout Co., grain and hay.  
 Magee-Lynch Grain Co., grain.\*  
 Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., grain merchants.\*

## CHAMPAIGN, ILL.

Baldwin & Co., H. L., grain brokers.

## CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. F., grain commission mchts.\*  
 Armour Grain Co., grain buyers.\*  
 Bailey & Co., E. W., grain commiss'n merchants.\*  
 Bennett & Co., Jas. E., commission merchants.\*  
 Bridge & Leonard, grain commission.  
 Carhart Code Harwood Co., grain commission.\*  
 Dole & Co., J. H., grain and seeds.\*  
 Freeman & Co., Henry H., grain, hay, straw.  
 Gerstenberg & Co., grain, seeds.\*  
 Griffin & Co., J. P., commission merchants.\*  
 Harris, Winthrop & Co., W. K. Mitchell, Mgr.\*  
 Hitch & Carder, commission merchants.\*  
 Holt & Co., Lowell, commission, grain and seeds.  
 Lamson Bros. & Co., consignments solicited.\*  
 Lewis & Co., F. S., grain & provisions.\*  
 Logan & Bryan, options, cash grain.\*  
 McKenna & Rodgers, commission merchants.\*  
 Merritt Co., W. H., grain, seeds.\*  
 Mumford & Co., W. R., grain, hay, millstuffs.\*  
 Nash-Wright Grain Co., grain, prov., seeds.\*  
 Norris Grain Co., grain merchants.\*  
 Paynter, H. M., grain and field seeds.\*  
 Perrine & Co., W. H., grain and commission.\*  
 Press & Co., W. G., grain, provisions, stocks, etc.  
 Quaker Oats Co., buyers of grain.  
 Quinn, Geo. B., grain commission.\*  
 Rogers Grain Co., commission merchants.\*  
 Rosenbaum Bros., receivers, shippers.\*  
 Rothchild Co., D., barley and malt.  
 Rothschild Co., The Moses, general grain com'n.\*  
 Rumsey & Company, grain commission.\*  
 Sawers Grain Co., grain commission.\*  
 Schiffin & Co., F. H., commission.\*  
 Shaffer & Co., J. C., grain merchants.\*  
 Simons, Day & Co., grain merchants.\*  
 Sincere & Co., Chas., N. Y. stocks, Chicago grain.  
 Slaughter & Co., A. O., grain prov. stocks, bonds.  
 Somers, Jones & Co., grain and field seeds.\*  
 Wagner Co., E. W., receivers and shippers.\*  
 Walters Brothers, consignments.\*  
 Ware & Leland, grain and seeds.\*

## CINCINNATI, O.

Chamber of Commerce Members.

Blumenthal, Max, grain, barley a specialty.\*  
 Gowing & Fleming, grain and hay com'n.\*  
 Union Gr. & Hay Co., grain buyers and com'n.\*

## CLEVELAND, O.

Grain and Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
 Cleveland Grain Co., The, receivers and shippers.\*  
 Gates Elevtr. Co., The, recvrs. & shprs.\*  
 Lake Shore Elevtr. Co., grain and feed.\*  
 Sheets Elevator Co., The, grain, hay, straw.\*  
 Shepard, Clark & Co., grain merchants.\*  
 Star Elevtr. Co., receivers, grain, hay, straw.\*  
 Strauss & Co., H. M., grain, seeds, hay, straw.\*  
 Union Elevator Co., The, grain and hay.\*

## DAVENPORT, IOWA.

Davenport Elevtr. Co., receivers and shippers.\*  
 Hutton & Frenzel, grain brokers.

## DECATUR, ILL.

Duncan & Co., L. E., grain brokers.

## DENVER, COLO.

Ady & Crowe Merc. Co., The, grain & hay.  
 Ayres Mercantile Co., The, F. C. milling wheat.\*  
 Best & Co., J. D., buy and sell all grains.\*  
 Crescent Mill & Elevtr. Co., The, wheat, corn, oats.\*  
 Denver Elevator Co., The, grain merchants.\*  
 Farmers Grain Co., receivers, shippers.\*  
 Hungarian Mill & Elevtr. Co., receivers.\*  
 O'Donnell Grain Co., wholesale grain.\*  
 Summit Gr'n & Coal Co., wh't, corn, oats, rye, bly.

## DES MOINES, IOWA.

Marshall Hall Grain Co., grain com'n.\*

## DETROIT, MICH.

Board of Trade Members.

Carson & Co., H. C., beans, wheat, oats.\*  
 Dodd, Martin & Co., grain merchants.\*  
 Dumont, Roberts & Co., receivers, shippers.\*  
 Lapham & Co., J. S., recvrs. & shippers of grain.\*  
 Swift Grain Co., consignments solicited.\*

## DULUTH, MINN.

Board of Trade Members.

Kenkel-Todd Co., grain commission.  
 Randall, Geo. & Mitchell, grain commission.\*  
 United Grain Co., grain commission.  
 White Grain Co., receivers and shippers.\*

## ENID, OKLA.

White Grain Co., The, receivers and shippers.

## FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.  
 Ferguson Grain Co., C. D., gr. feed & fld. seeds.  
 King, Douglass W., grain feedstuffs, seed.\*

## FOWLDER, IND.

Hartley, A. E., cash grain & brokerage.

## FRANKFORT, IND.

Frank & Co., William, grain brokers.

## GALVESTON, TEX.

Board of Trade Members.

Wisrodt Grain Co., wholesale grain eltr. facilities.\*

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## HASTINGS, NEBR.

Stockham Grain Co., E., whole grain & feed.\*

## HOUSTON, TEX.

Gulf Grain Co., grain, hay, millfeed.

## HUTCHINSON, KAN.

Board of Trade Members.

Hayes Grain Co., John, receivers & shippers.  
 Kemper Grain Co., receivers & shippers.  
 Liberal Elevtr. Co., receivers and shippers.  
 Pettit Grain Co., L. H., gr. com., recvrs., shprs.\*

## INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevtr. & Feed Co. receivers and shippers.  
 Bingham-Hewett-Scholl Co., grain merchants.\*  
 Boyd Grain Co., Bert A., strictly brkg. & com.\*  
 Central Grain & Seed Co., recvrs. and shippers.\*  
 Hoosier Grain Co., consignments only.\*  
 Kinney Grain Co., H. E., receiver and shipper.\*  
 Minor, B. B., grain consignments solicited.  
 Montgomery & Tompkins, receivers and shippers.\*  
 Mutual Grain Co., grain commission.\*  
 Shottwell & Co., C. A., commission, bkg.  
 Star Elevator Co., grain merchants.\*  
 Urmeton Grain Co., receivers & shippers.\*  
 Witt, Frank A., grain commission & brokerage.\*

## JACKSON, MICH.

Stockbridge Elevtr., trk. buyers, slrs., gr. & ads.

## KANSAS CITY, MO.

Board of Trade Members.

Aylsworth, Neal, Tomlin Gr. Co., recvrs., shprs.\*  
 Bruce Bros. Grain Co., consignments.\*  
 Christopher & Co., B. C., grain commission.\*  
 Croysdale Grain Co., grain commission.\*  
 Davis Grain Co., A. C., grain commission.  
 Denton Kuhn Gr. Co., consignments.\*  
 Dilts, Jr., & Co., Wm. G., grain merchants.\*  
 Ernst-Davis Grain Co., commission.\*  
 Fisher Gr. Co., C. Y., receivers & shippers of gr.\*  
 Fowler Grain Co., Lev., receivers & shippers.\*  
 Fox-Miller Grain Co., receivers and shippers.  
 Goffe & Carikener, recvrs. and shprs. of grain.\*  
 Hargis Grain Co., B. F., bulg. wheat, futures.  
 Hindle Grain Co., The, receivers, shippers.\*  
 Kemper Mill & Elevtr. Co., grain and feed.\*  
 Logan Bros. Grain Co., grain merchants.\*  
 Mensendieck Grain Co., consignments.\*  
 Moore-Lawless Grain Co., grain receivers.\*  
 Moore-Seaver Grain Co., receivers & shippers.\*  
 Morrison Grain Co., consignments.\*  
 Murphy Grain Co., grain commission.\*  
 Nicholson Gr. Co., W. S., grain commission.\*  
 Norris Grain Co., grain merchants and exporters.  
 Parker Corn Co., corn, oats, kafir, milo.\*  
 Roehen Grain Co., E. E., grain, flour, millfeed.\*  
 Seouler-Bishop Grain Co., consignments.\*  
 Terminal Elevators, receivers, shippers.\*  
 Twidale-Wright Grain Co., consignments-futures.  
 Thrasher-Fuller Grain Co., grain commission.\*  
 Vanderslice-Lynds Co., commission merchants.\*

## LINCOLN, NEBR.

Lincoln Grain Co., cash and futures grain.  
 Paul, J. M., grain broker.

## LITTLE ROCK, ARK.

Munn-Burrow Brokerage Co., grain, hay millfeed.\*

## LOUISVILLE, KY.

Board of Trade Members.

Callahan & Sons, receivers & shippers of grain.\*  
 Edinger & Co., grain, hay, flour.  
 Fruechtenicht, Henry, hay, grain, mill products.

## LYNCHBURG, VA.

Mason & Son, Lewis E., grain, hay, feed.  
 Moon-Taylor Co., grain and hay brokers.\*

## MANSFIELD, OHIO.

Goemann Grain Co., grain buyers.\*

## MEMPHIS, TENN.

Merchants Exchange Members.

Buxton, E. E., broker and commission merchant.  
 Davis & Andrews Co., grain dealers.\*  
 Hasenwinkle Co., H. J., consignments.\*  
 U. S. Feed Co., grain, hay, millfeed.  
 Webb & Maury, brokers and com. merchants.\*  
 Wyatt, E. W., grain, hay, mill feed broker.\*

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

## MIDDLE POINT, OHIO.

Pollock Gr. Co., The, trk. brs. & shprs. gr. h. & st.

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Bell Co., W. M., receivers & shippers.\*  
 Buerger Corn Co., grain and seed recvrs.  
 Donahue Stratton Co., grain merchants.\*  
 Franke Grain Co., receivers and shippers.\*  
 Kamm Company, P. C., barley and rye.\*  
 Owen & Brother Co., grain commission.  
 Rankin, M. G., & Co., grain and feed.  
 Rialto Elevtr. Co., grain receivers & shippers.\*  
 Stacks & Kellogg, grain merchants.\*  
 Taylor & Bourneque Co., shprs. corn, oats, barley.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Benson, Stabeck Co., grain com'n.\*  
 Cargill Commission Co., grain commission.\*  
 Carter, Sammis & Co., grain commission.  
 Cereal Grading Co., grain merchants.\*  
 Dalrymple Co., William, gr. com.\*  
 Davies & Co., F. M., grain commission.\*  
 Getchell-Tanton Co., grain commission.  
 Hallett & Carey Co., grain merchants.\*  
 Hankinson & Co., H. L., grain commission.  
 Lewis & Co., Chas. E., consignments.\*  
 Marfield Grain Co., grain commission.\*  
 McCaul Dinsmore Co., consignments solicited.\*  
 Minnesota Grain Co., grain commission.\*  
 Poehler Co., H., commission merchants.\*  
 Quinn Shepherdson Co., grain commission.\*  
 Randall, Gee & Mitchell, grain com.  
 Star, Christensen & Timmerman, gr. commission.\*  
 Star-Dusen-Harrington Co., grain merchants.\*  
 Wernli-Anderson Co., grain commission.\*  
 Woodward Newhouse Co., grain merchants.  
 Zimmerman, Otto A., barley & oats my spec'ly.\*



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW CASTLE, PA.

Hamilton Co., The, gr., hay, straw, millfeed, pro.

### NEW ORLEANS, LA.

Steele Co., The J. H. W., gr. frt. brok. & forwdr.\*

### NEW YORK CITY.

Produce Exchange Members.

Brainard Commission Co., consignments.\*  
Jones & Co., M. B., buyers—quote us.\*  
Knight & McDougal, commission merchants.\*  
Simpson, Hendee & Co., grain receivers.\*

### OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., wholesale grain and hay.\*

### OMAHA, NEBR.

Grain Exchange Members.

Adams-Whyte Grain Co., consignments.  
Beall Com'n Co., receivers & shippers.  
Blanchard-Niswonger Co., recvs. & shprs.\*  
Crowell Elevator Co., receivers, shippers.\*  
Dawson Grain Co., grain commission.  
Holquist Elevator Co., receivers and shippers.\*  
Leopold, Todd Gr. Co., com. mer., recvs. & shprs.  
Merriam Commission Co., consignments.\*  
Omaha Elevator Co., receivers, shippers.\*  
Palling Grain Co., consignments.  
Roberts Grain Co., Geo. A., grain merchants.  
Trans-Mississippi Grain Co., recvs. & shprs.\*  
United Grain Co., grain commission.

### PEORIA, ILL.

Board of Trade Members.

Buckley, Pursley & Co., grain and seeds.\*  
Cole Grain Co., Geo. W., grain com. mchts.\*  
Consumers Grain Co., grain receivers.\*  
Dewey & Sons, W. W., grain commission.\*  
Grier & Co., T. A., grain commission.\*  
Harwood-Young Co., grain commission.  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain receivers.\*  
Smith-Hamilton Grain Co., brokerage.  
Tyng, Hall & Co., grain commission.\*

### PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Eal., flour, grain, feed.\*  
Graf & Son, L. G., receivers and exporters.\*  
Lemont & Son, E. K., hay, grain, millfeed.  
Miller & Sons, L. F., grain, seeds, hay.\*

### PHILADELPHIA,—Continued.

Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Stites, A. Judson, grain and millfeed.\*  
Stover, I. S., grain and flour.

### PINE BLUFF, ARK.

Riley Feed Mfg. Co., mfrs., alfalfa, molasses & chicken feeds; jobbers mill feeds & cereals.

### PITTSBURGH, PA.

Members Grain and Hay Exchange.

Elwood & Co., E. D., hay and grain.\*  
Geidel & Leubin, grain and hay.  
Hardman & Heck, grain, hay and millfeed.\*  
Heck & Co., W. F., grain, hay and millfeed.\*  
Herb Bros. & Martin, grain and hay.  
McCague, R. S., grain, hay.\*  
Smith & Co., J. W., grain, hay.\*  
Stewart, D. G., grain, hay, feed.  
Walton Co., Samuel, grain and hay.\*

### PLAINVIEW, TEX.

Cobb Grain Co., grain merchants.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

### PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay & feed.\*

### RICHMOND, VA.

Adams Grain & Prov. Co., seeds, grain, feed, hay.  
Beveridge & Co., S. T., grain, hay, feeds, seeds.

### SAGINAW, MICH.

Smith-Connor H. & Gr. Co., hay and grain.

### SALINA, KANS.

Williamson Grain Co., grain com'son.  
Thielen Grain Co., M. F., com. merchant.

### SPRINGFIELD, ILL.

Conover Grain Co., E. B., cash grain and futures.\*

### ST. JOSEPH, MO.

Grain Exchange Members.

Aunt Jemima Mills Co., hominy feed.  
Brunswick Grain Co., A. J., receivers & expts.  
Elwood Grain Co., brokers & shippers wheat, corn.\*  
Gordon Comm. Co., T. P., grain dir. and broker.\*  
Marshall Hall Grain Co., consignments solicited.\*  
St. Joseph Hay & Feed Co., gr. & hay dirs.\*  
St. Joseph Public Elevtr. Co., public storage.

### ST. LOUIS, MO.

Merchants Exchange Members.

Elmore Schultz Gr. Co., recvs. & shprs. grain.\*  
Goffe & Carkener Co., grain commission.\*

### ST. LOUIS—Continued.

Graham & Martin Grain Co., grain commission.\*  
Marshall Hall Grain Co., grain com.\*  
Jones-Wise Com. Co., grain, hay and seeds.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain, hay and seeds.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain & grass seed.\*  
Parrott-Day Co., wheat, corn, oats, seeds.\*  
Teasdale Com. Co., J. H., recvs. & shippers.\*

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TOLEDO, O.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*  
King & Co., C. A., grain and seeds.  
Morehouse & Co., W. H., grain and seeds.  
Rundell & Co., W. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenbliser & Co., John, grain recvs., shippers.  
Young Grain Co., consignments, futures.  
Zahm & Co., J. F., grain, seeds.\*

### TOPEKA, KANS.

Cardwell Grain Co., M. W., corn & oats specialist.  
Derby Grain Co., grain dealers.

### WICHITA, KANS.

Board of Trade Members.

Bossemer Bros., grain merchants.\*  
Brooks-Bedell Grain Co., grain merchants.  
Bruce Bros., Grain Co., consignments.  
Harold Grain Co., J. R., milling wheat.\*  
Imboden Milling Co., receivers & shippers.  
Kansas Flour Mills Co., The, exptl., consigna'ts.\*  
Kansas Milling Co., The, millers and grain dealers.  
Kelly Grain Co., Edward, consignments.\*  
Marshall Hall Grain Co., exporters.\*  
Norris Grain Co., The Exporters.\*  
Roehen Grain Co., E. E., grain, flour, mill feed.\*  
Strong Grain & Coal Co., B., grain & coal.\*  
Williamson Grain Co., grain commission.\*  
Woodside Smith Grain Co., receivers & shippers.

### WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. & sds.\*

### WINFIELD, KANS.

Hayes Grain Co., John, hay, grain, seeds.\*

\*Members Grain Dealers National Association.

Chamber of Commerce  
Members

## BALTIMORE

Chamber of Commerce  
Members

### CHAS. ENGLAND & CO.

Commission Merchants

GRAIN :: HAY :: SEEDS

308-310 Chamber of Commerce, BALTIMORE

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Commission Merchants

Grain Receivers and Shippers  
In the Market every day

Remember us on Rye BALTIMORE, MD.

Established 1882

### G. A. HAX & CO.

COMMISSION

Grain, Hay and Seeds

445 North Street BALTIMORE, MD.

Commercial Exchange  
Members

## PHILADELPHIA

Commercial Exchange  
Members

LEMONT'S FACILITIES FOR DISTRIBUTING CORN, OATS, HAY AND MILL FEEDS ARE UNSURPASSED. ASK THE MAN WHO HAS AVAILED HIMSELF OF THIS SERVICE.

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### RICHARDSON BROS., BROKERS

WANT OFFERS

GRAIN FLOUR MILL FEED

Delivered Philadelphia  
Either Export or Domestic  
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### E. E. DELP GRAIN CO.

ELEVATOR AND MILLS  
BOURBON, INDIANA

Eastern Office, - Philadelphia, Pa.

### L. F. MILLER & SONS

Consignments Solicited.

Receivers and Shippers of

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For Accurate Moisture Tests  
use our Grain Dealers Air Tight  
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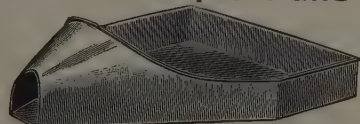
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We also handle all grades of chicken feed wheat, feed  
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IS NOW READY FOR YOUR GRAIN

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and take advantage of prevailing high prices

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**LIBERAL ELEVATOR CO., Hutchinson, Kan.****ALWAYS**in the market for  
**ALL KINDS OF GRAIN****KEMPER SERVICE**

Means Prompt Returns.

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Will bring you more money. Mark your B/L to them

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yellow shelled corn and re-cleaned white oats.**Chicago Hay Market**  
**FOR BEST RESULTS**

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**"LARGEST HANDLERS OF HAY IN THE MIDDLE WEST"**

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for Sale" columns in this issue  
of the Grain Dealers Journal.



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and in fact all grain men who are wide awake and on the alert to get onto all the ins and outs of the grain business, subscribe for and read the Grain Dealers Journal

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Consignments of Grain and Hay solicited.  
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Consign Us Your GRAIN or Ask for Bids

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Manufacturers of

## FLOUR and FEED

Buyers of Milling WHEAT and WHITE CORN

Established 1881

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"We Specialize in Consignments"

OUR SERVICE IS THE BEST

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Rooms 1005-6-7-8

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## A Great Catalogue

Catalogue No. 75, "Grain Cleaning Machinery," by the S. Howes Company, Inc., Eureka Works, Silver Creek, N. Y., just out, is veritably great, both in size and in quality. A remarkably fine specimen of the engraver's, printer's and binder's arts, it is also a token of the distance this firm has gone in the invention and production of machinery that has contributed no small part to that advance in the grain cleaning and the milling arts that has come about since the S. Howes Company, Inc., had its modest beginning away back in 1856, when Silver Creek may be said to have first been made a fixed spot on the map of the world.

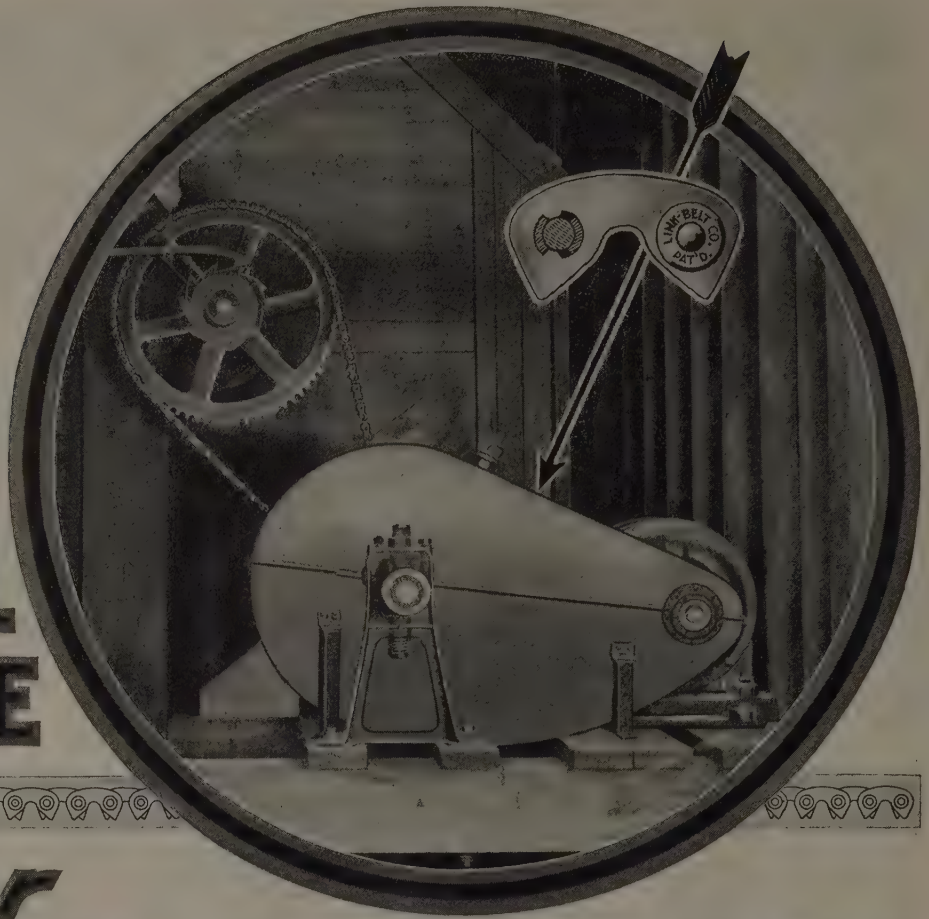
Money-making in grain is the result of gumption, training, and the use of good machinery. And here we have the latter listed and described for the man who waits and thinks and studies the chances and the ways and means of the game. Send for a copy, Mr. Wise Reader, and digest what it offers you at your leisure.

PRICE CURRENT-GRAIN REPORTER.  
January 3, 1917.





# THE IDEAL DRIVE



## for GRAIN ELEVATORS

**L**INK-BELT SILENT CHAIN DRIVES are best for grain elevator power transmissions because they are 98.2% efficient, positive, can operate on short centers, are reliable in operation and are easy to care for. They maintain their non-slip characteristic independent of atmospheric conditions.

Consider how you can simplify the operation of your elevator by using silent chain.

### LINK-BELT COMPANY

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The difficulties of leather belt or rope drive are done away with. Instead, the transmissions operate smoothly, quietly and respond to every demand for power. There are no delays—no shut downs. Power transmission becomes the easiest work in the elevator. Think of

the many advantages of a power transmission that is "Flexible as a Belt—Positive as a Gear—More Efficient than Either."

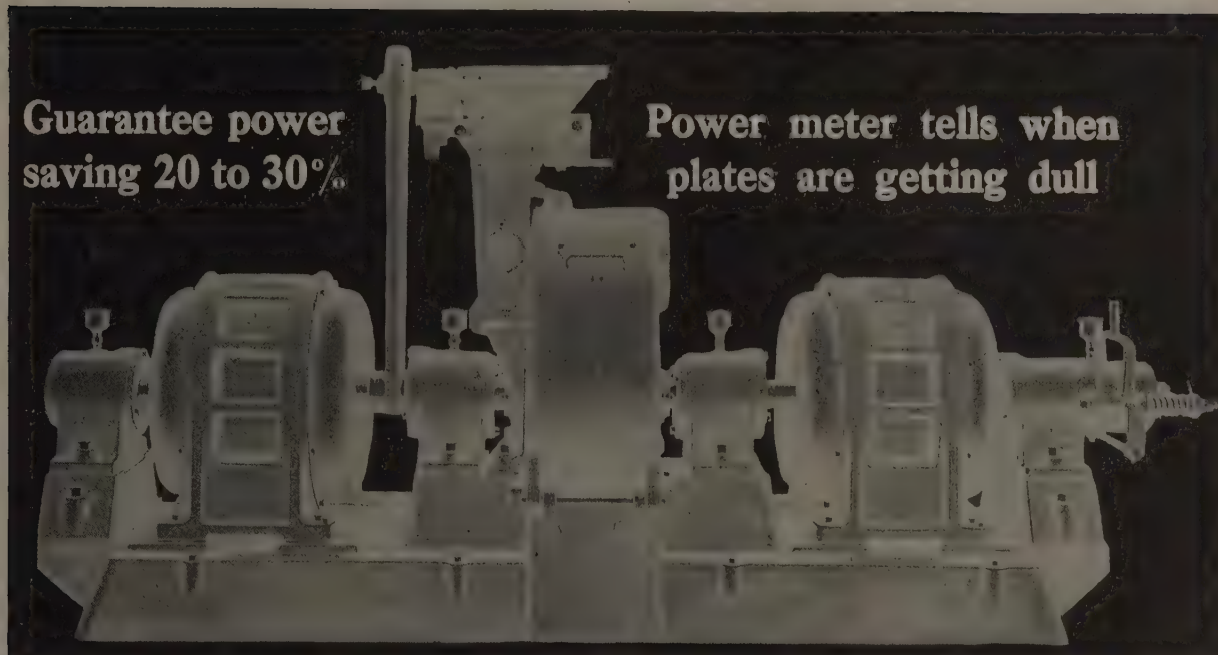
Write for Data Book No. 125.

# LINK-BELT SILENT CHAIN DRIVES



**Guarantee power  
saving 20 to 30%**

**Power meter tells when  
plates are getting dull**



2-50 H. P. Motors driving 36" Attrition Mill, Quaker Oats Co.

**T**HE Quaker Oats Company use ball bearing attrition mills which are directly connected to G-E motors to effect a guaranteed power saving of 20 to 30 per cent.

Electric meters on the motor starting equipment indicate the power consumption in horse-power. This indication shows increased power consumption as the plates get dull and operator can tell when to replace them.

There are many other advantages attendant on the use of G-E motors in flour mills and grain elevators which our engineers will be glad to explain.

*Write today for bulletin 4976.*

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For Michigan business refer to General Electric Company of Michigan, Detroit.  
For Texas, Oklahoma and Arizona business refer to Southwest General Electric Company (formerly Hobson Electric Co.), Dallas, El Paso,  
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5172



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## WHY?

not be certain of the adequacy of your shipping Scale and install a Type Registering Richardson Automatic?

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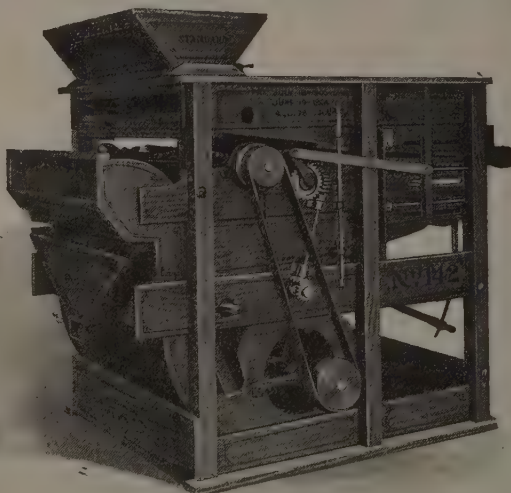


TYPE REGISTERING  
AUTOMATIC  
SCALES



## No. 142 "Special" Standard Cleaner

This machine contains 3 full length screens, has counter-balanced shoe and traveling brushes underneath the screens; has standard blast regulator and forcefeed hopper. This is an up-to-date cleaner and modern in every respect.



Write for Prices

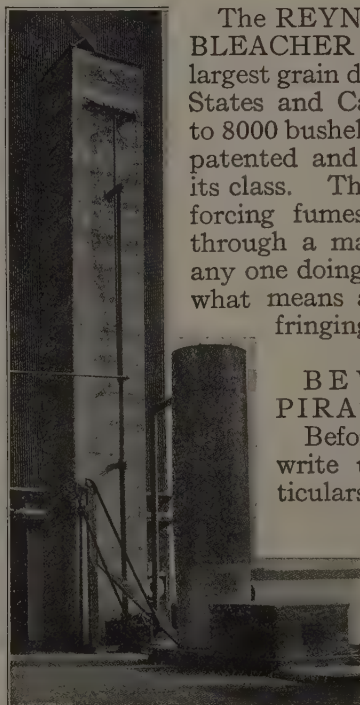
The International Mfg. Co.  
Crestline, Ohio, U. S. A.

## Reynolds Grain Bleacher

The REYNOLDS GRAIN BLEACHER is used by the largest grain dealers in United States and Canada; sizes up to 8000 bushels per hour. It is patented and stands alone in its class. The patent covers forcing fumes longitudinally through a mass of grain and any one doing this, no matter what means are used, is infringing our patents.

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Before closing deal  
write us for full  
particulars.

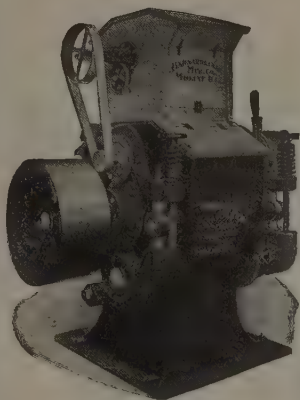


Reynolds  
Bleacher  
Company

332 South La Salle Street  
CHICAGO



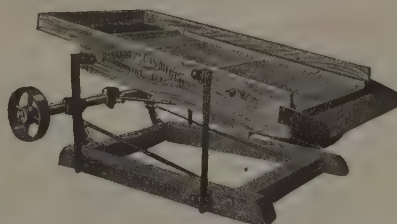
# Everything for Handling Grain



Feed Grinders

Barley Rolls

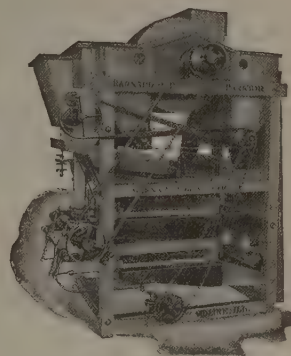
Screening Mills



Grain and Feed Screens



Pitless Shellers and Other Kinds

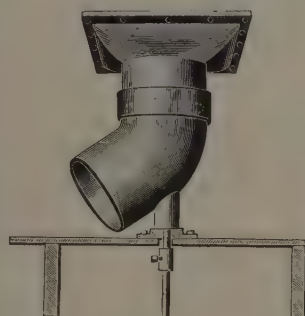


Grain Cleaners

Oat Clippers

Grain Shovels

Car Pullers



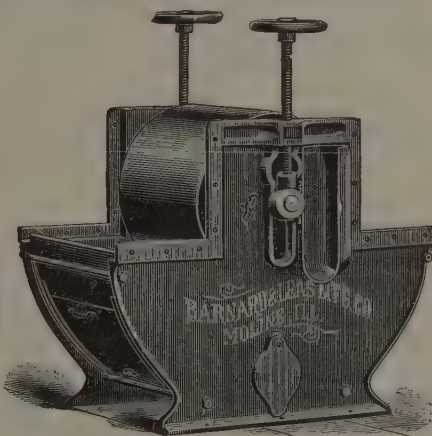
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Rope Drives

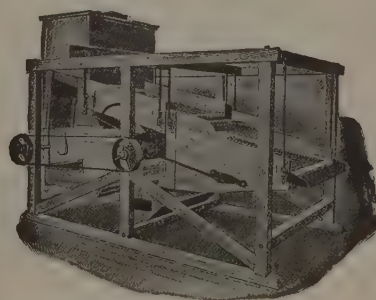
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Corn Cleaners

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## Barnard & Leas Mfg. Co.

Incorporated

Established 1860

MOLINE, ILL.



## *Really the Most Efficient Combined Corn and Grain Cleaner Offered to the Trade*

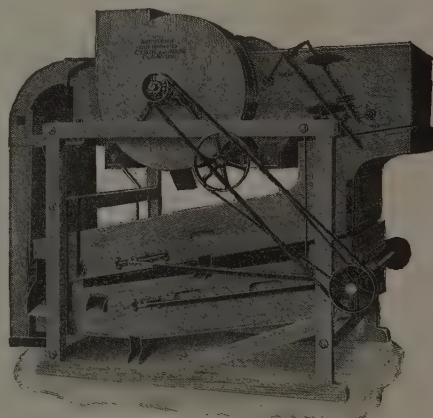
In offering to the grain trade in general, and especially the country elevator man who is striving for the best in grain cleaning machinery, the Combined Corn and Grain Cleaner, we believe we are offering the farthest advanced piece of machinery for grain cleaning purposes. This is the newest of the already extensive "Western" Line of grain elevator machinery, and like the balance of this famous Line it is giving the service for which it was designed and manufactured.

This machine handles corn and cob as it comes from the sheller; it re-cleans corn, oats, wheat and other small grains without changing the screens. It embodies features not found in any similar machine, and is without doubt the most popular combined cleaner on the market.

Our catalog, which is free for the asking, gives complete information regarding the "Western" Line of grain elevator equipment. If you haven't a copy in your office, you had better send for it today. There will come a time when you will need it badly. A post card will do.

UNION IRON WORKS

Decatur, Ill.



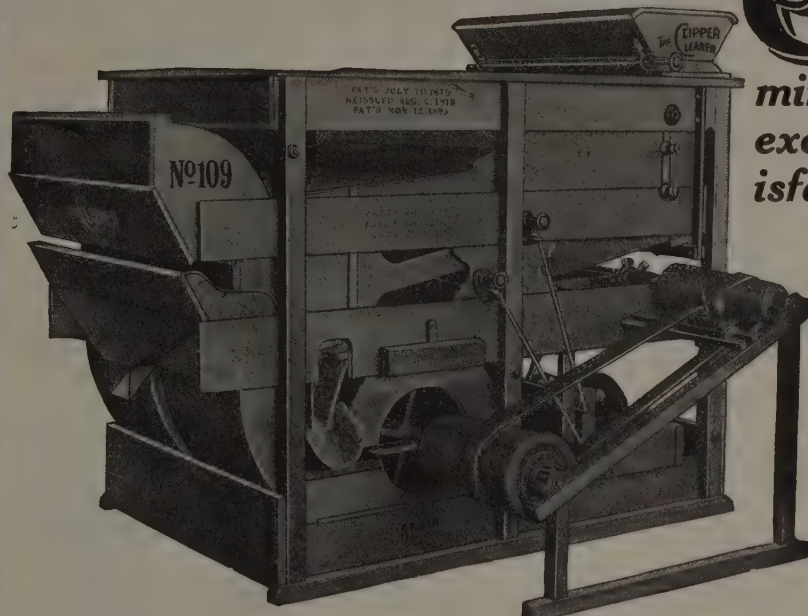
"Western" Combined Corn and Grain Cleaner.



Once Installed the

**CLIPPER**

*fails to re-  
mind of its presence  
except as a most sat-  
isfactory machine*



Its service is the even, steady performance of a perfectly balanced piece of mechanism.

Its economy is the kind that comes from the lowest maintenance cost.

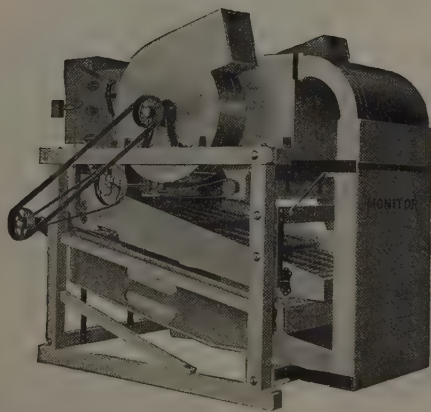
The Clipper gives absolute assurance of freedom from the necessity of repairs and constant adjustment. It eliminates the loss from mechanical failures.

Clipper means satisfaction, capacity, reliability. The double cleaning—first through the screens and secondly by air weighing, affords a degree of service that is surpassed by none and equalled by few.

*Send for particulars*

**A. T. Ferrell & Co. Saginaw, W. S., Mich.**

# Monitor Two-In-One Cleaner



**HUNTLEY MFG. CO., Silver Creek, N. Y.**

The World's largest manufacturers of high-class Grain and Seed Cleaning Machinery.

30-second changes from one to the other makes this, America's **first** "Combined" Cleaner, a favorite with handlers of corn and small grains. 10 years of phenomenal success and hundreds of enthusiastic owners are back of this improved, **exclusive** type of "Monitor." Carrying two independent sets of screens, mounted in separate, self-balancing, shoes, this machine is "always ready" for two kinds of cleaning without stopping to shift belt or screens—no waits or delays. The **most** Cleaner for the **least** floor space, power, care and maintenance. In simplicity, dependability, out-and-out cleaning efficiency and durability this "Monitor" outcompares anything in quick-service cleaning. Our literature explains—our guarantee interests—performance proves our claims.



## Dear Mr. Grain Dealer:—

You can do your bit toward increasing farm field yields, improving quality, hastening maturity, and decreasing the growing costs of all crops grown in your vicinity by pushing the sale of

# Armour's Fertilizers

It is a logical product for you to handle.

The fertilizer problem is a feeding problem as is stock feeding. Plants must be well fed to be fat. Food must be at hand. Plant feeding comes first—and cheapens stock feeding—and people feeding. Increased yields decrease growing costs. Proper corn plant feeding hastens maturity, avoids frost damage and avoids soft corn losses. Fertilized meadows double their yields.

Armour's Farm Bureau in charge of Dr. R. J. H. DeLoach, former Director of the Georgia Experiment Station, is at your service.

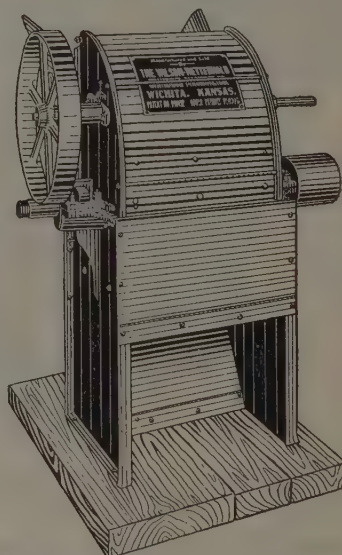
## Armour Fertilizer Works

Baltimore, Md. Greensboro, N. C. Chicago, Ill. Atlanta, Ga.  
Jacksonville, Fla. New Orleans, La. Nashville, Tenn.

1420

## The W-W Feed Grinder

**No Burrs  
No Plates  
No Sharp Edge  
Knives**



**GRINDS** Alfalfa, Corn Fodder, Ear Corn with or without shucks, Head Kaffier, Small Grain, Etc. Not injured by small stones, bolts or nails. **Catalogue FREE**

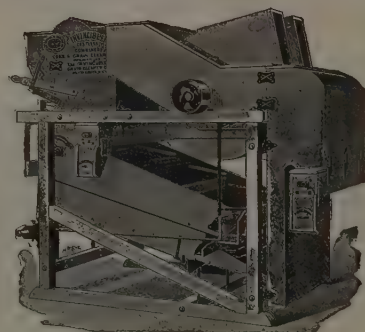
Wilson-Wetterhold Grinding Machine Co. Wichita, Kan

## The Value of Floor-Space

makes it worth saving wherever possible. Here's a machine that handles corn and cobs from the sheller, and with the turn of a switch is ready to take other grains on another set of screens.

Or it will re-clean corn on one set of screens, and handle another grain over the other set.

We'll gladly tell you more about the Invincible Combined Corn and Grain Cleaner.



Farmers' Grain Co. of Wathena, Kan., have just installed this machine.

## INVINCIBLE GRAIN CLEANER CO.

Department 4

Silver Creek, N. Y.

**Your Elevator's Wants Are Supplied in These Columns**



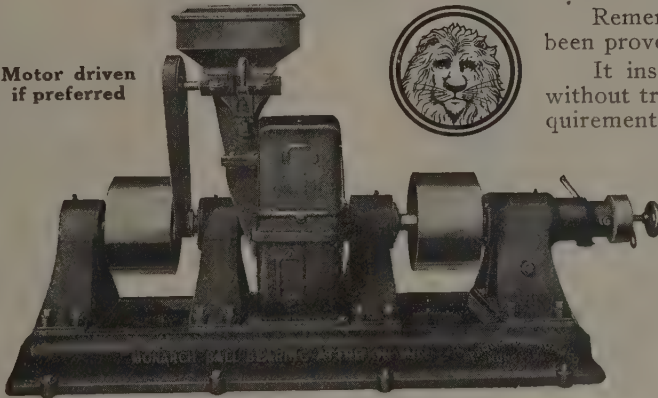
## Write Down Your Own Guarantee

Write down every feature which you would like to have included in **your** feed grinder—which would save money for you and increase your profits.

Then get a copy of our free Catalog D No. 115—and you will find that your ideals coincide with the actual advantages offered by

### The Monarch Ball Bearing Attrition Mill

Motor driven  
if preferred



Don't Neglect to Ask for the Catalog.

Remember that the advantages of The Monarch have been proved and are unquestioned and guaranteed.

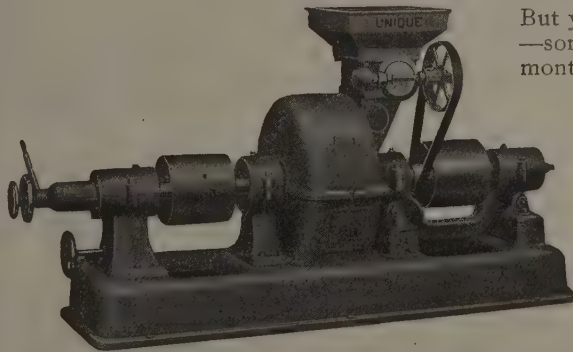
It insures uniformly fine and continuous grinding without tramping. It is light on oil bills and power requirements, needs little or no repairs or attention, is safe and conveniently simple in design and sturdy and dependable in construction.

Write out your own guarantee—you will find that you are describing The Monarch.

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Main Office and Works: **MUNCY, PA.**  
Chicago Office: No. 9 S. Clinton Street P. O. Box No. 26

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But you decide not to—just yet; and you wait—put it off—sometime when you are not too busy—time flies—days, months, years, perhaps, pass and you still hesitate.

Meanwhile your competitor buys a **UNIQUE**, and does more and better work cheaper—takes your customers away, and you begin to realize your mistake.

It isn't only the profit on the feed grinding you lose—but the profit on the sacked feed you sell when your customers bring grain to be ground.

### GET BUSY NOW

Write nearest office for particulars.

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### Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. E.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½ x 15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$2.75.

**GRAIN DEALERS JOURNAL**  
305 So. La Salle Street CHICAGO, ILL.

You Ought  
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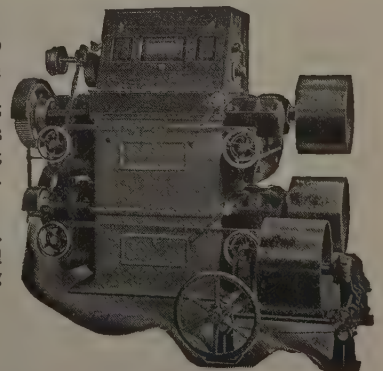
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The Richardson Way  
is the best and only  
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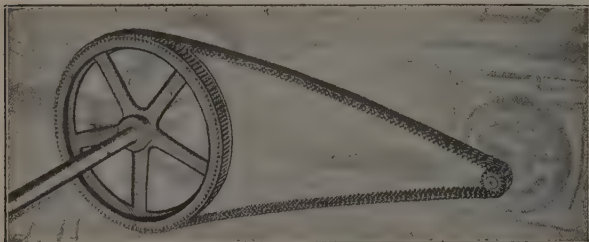
THE  
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**A Car Load an Hour and Get the Oats**

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The most modern method for obtaining the full use of your electric current through your motors to your machinery.

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**Gerber Spouting  
Has No Equal**

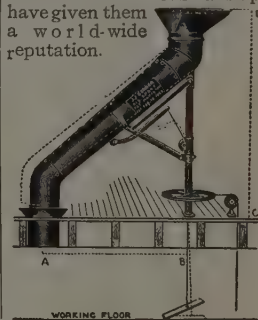


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Every spout guaranteed as represented.

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Farmers will take their grain to the man who is prepared to give them the best and quickest SERVICE.

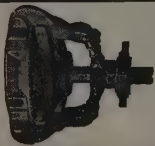
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We designated our famous grain device (when invented) a "DISTRIBUTOR," to distinguish it from a "head spout," a "turn spout," or a "turn head." Immediately many makers of "spouts" adopted the name "Distributor" to dignify their product.



We called the automatic overflow tell-tale of our Distributor a "SIGNALING" feature. Instantly "Signaling" attachments sprang up on all sides, in a frantic endeavor by infringers to keep in the procession.

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"Non-chokable" is resurrected to give character to spurious wares.

We have now invented a **SPECIAL ELEVATOR LEG**, which distances all others in all respects, and expect to soon hear some parrots sing "Special Elevator Legs," under some peculiar designation, in their attempt to continue marketing the obsolete.

If one wants Coin, one goes to a Mint, not to a Counterfeiter. Originators, creators, inventors must of necessity be **genuine**. Plagiarists, imitators and infringers are always those who **cannot compete**.

Innocent purchasers should beware! They are equally liable and culpable with the vendors for infringement!

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FORM 88 is designed for making a certified statement of the weight of a car of grain and the condition of the car. It has spaces for Date, Car No., Initial, Date Loaded, Number of Pounds, Kind of Grain, Seal Record, Firm Name and Weigher. These forms are duplicating and are check bound, 75 originals and 75 duplicates in each book. The original forms are printed on bond paper and are machine perforated so that they will tear out readily. The duplicates remain in the book as permanent record. The certificates are numbered in duplicate. Size 8 1/2 x 11 inches. Price with four sheets of carbon paper, 75 cents.

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315 So. La Salle Street, Chicago, Ill.

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**G**RAIN DRYERS—All sizes, CRUSHERS, SHELLERS and MILLS CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS

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**to do is to install an All Metal  
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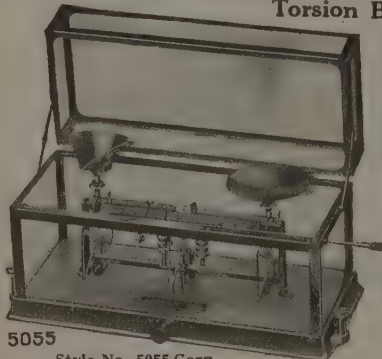
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**The Knickerbocker Co.,**

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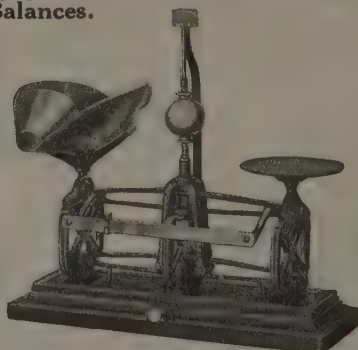
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Acidity Determination and Fine Weighings.



Style No. 4000 Used in Moisture Test.

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is a quality Belt made on a special quality of tough woven duck, specially adapted for "Grain Conveyor Service," the plies frictioned together with a high grade tenacious compound which resist any separation of the plies.

If you want a superior Belt ask for more information about HERCULES.

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Rubber Protector, \$2.00

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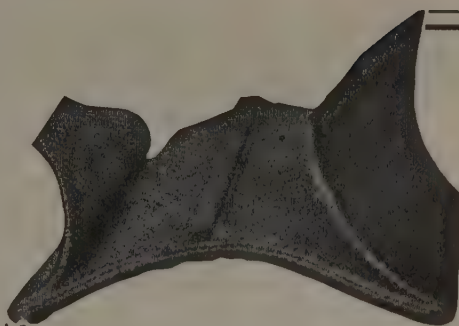
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IS NOT THAT THE RUBBER BELT YOU WANT to know more about? Send for sample and full information about "R. F. & C." patented Non-Separable Rubber Belt.

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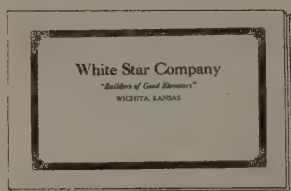
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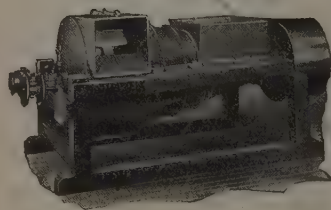
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means more to the grain elevator operator than any other part of his machinery, we mean "efficient" shelling machinery, not the ordinary kind. All efficient features in shelling machinery are embodied in the

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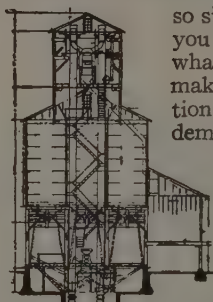
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There are many features of this sheller that you should know about, and if you will write us we will be glad to tell you of them.

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Tell us what you need for your elevator  
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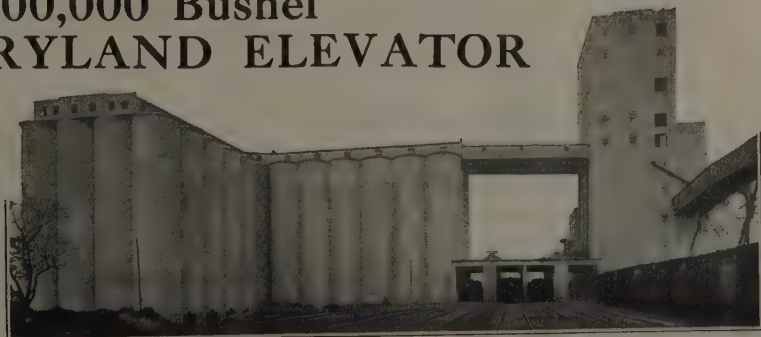
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## What Does Your Fuel Cost?

It costs "60%" too much unless you are using the

### American Kerosene Carburetor

YES! We guarantee it, and give 30 days C. O. D. trial.

Mail Your Order to the  
**Kerosene Carburetor Co.**  
FRANKFORT, INDIANA

References: The American National Bank,  
Frankfort; Dun or Bradstreet



## Coal Handling Machinery



No matter what your tonnage may be we have Machinery to meet your individual needs.

Small Pockets erected in connection with ground storage sheds, can be profitably equipped with Elevating and Conveying Machinery, cutting handling costs and breakage to the minimum.

Write us your present conditions and we will submit our recommendations for you to consider—no charge for this service.

For prompt attention address our nearest office.

Catalogs mailed on request

### GIFFORD-WOOD CO.

Chicago Office: 585 W. Washington St.

Hudson, N. Y.  
Boston

New York  
Rochester, N. Y.

Scranton, Pa.  
Philadelphia

## WITTE HIGH-GRADE ENGINES

Kerosene, Gasoline, Gas, Distillate  
2 to 22 H-P.



For operating belted machinery, elevators, pumps, feed grinders, bone mills, cream separators, crushers, blowers, hoists, etc. — Stationary or Portable, also Saw-Rigs, complete. Largest exclusive engine factory in the world selling direct to the user. Saves \$25 to \$100 — **Immediate Shipment** — Write for latest WITTE prices and catalog of engines. State size wanted, or what work you have. — Ed. H. WITTE, PRES.,

**Witte Engine Works,**  
3377 Oakland Avenue, Kansas City, Mo.  
3377 Empire Building, Pittsburgh, Pa.



## Prevent CLAIM LOSSES with TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

**6000 SHIPPERS**  
Are now using them,  
Write for samples and prices.

### INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg. CHICAGO, ILL.



## You Know

You want to do business with the grain shippers. Tell them so. The Grain Dealers Journal reaches them.



# BIG BUSINESS ALWAYS DEMANDS *the* BEST



W. C. BOWMAN, President  
C. D. MATTHEWS, Jr., Vice-President

L. B. BOWMAN, Secretary  
H. Q. TANNER, Treasurer

SIKESTON, MISSOURI  
November 25, 1916.

The John Lauson Mfg. Co.,  
New Holstein, Wisconsin.  
Gentlemen:

Referring to the 6-22 HP Lauson Kerosene standard stationery engines which were recently installed, we beg to advise that we have given these engines a thorough trial and find that they have come up to our entire expectations and that they are a wonderful engine for this work and we have no regrets whatever in making this selection.

The elevators in which we are using these engines are 21x22 feet and 80' high, with a capacity of about 12,000 bushels. They are built of concrete and steel throughout being absolutely fire-proof with the exception of the scale shed and office.

We have built six of these elevators and in three of them, we have installed Western Shellers in the basement with the cleaners up stairs. We have made tests with the elevators equipped with shellers and find that we have shelled at the rate of 600 bushels per hour with these engines and with apparently no strain whatever on the engine. We are using distillate for power and find it very satisfactory after we had gotten used to using it.

We will be glad to have you refer any prospective customers to us as references as we find that after using these engines they have fulfilled our expectations in full. We wish to thank you for the promptness you displayed in handling this entire transaction with us and assure you that all future elevators will receive careful consideration of your engines.

Yours very truly,

THE SCOTT COUNTY MILLING COMPANY

Per

TREASURER

MGT-22A

You  
Take No  
Chances  
With A  
Lauson

The JOHN LAUSON  
MANUFACTURING CO.  
NEW HOLSTEIN-WIS.



## No Need to Scoop Grain in a Dirty, Dusty Car

"If there is anybody in the whole world that has any doubt about the value of your Air-Blast Car Loader, send them to me." Russell Williams, Mgr. Farmers Union Co-Op. Assn., Winside, Neb.

"The loader I bought from you certainly does the work." C. F. Cranor, Sycamore, Ind.

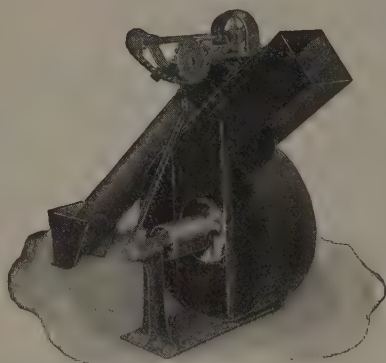
"It has everything skinned I ever saw for loading grain." W. H. Barret & Bro., Owaneco, Ill.

"You may ship us one of your Air-Blast loaders. We have investigated this thing pretty thoroughly. At Strawns Crossing we saw one in operation and it certainly was doing the work." Central Illinois Grain Co., Ashland, Ill.

We might go on naming user after user who has gotten away from loading troubles entirely by installing a Boss Air Blast Car Loader.

Every car loaded to full capacity without shoveling. Horse Power required from 4 to 12 Horse Power, depending upon speed and capacity desired. CANNOT injure the tenderest grain. Grades improved. Can be equipped with simple grain cleaning device to remove and convey away dust, dirt, chaff and other foreign material. Mr. Crowe, at Beason, Ill., reduces his foreign material to one per cent and less. Thirty days' trial allowed. Simple and easy to install. Write for our booklet, "Don't Swallow the Dust." It tells all about our car loaders. It's Free.

MAROA MANUFACTURING CO., Dept. G., Maroa, Ill.



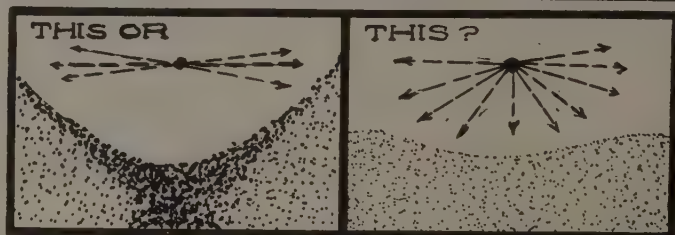
## Whether You Build or Remodel

you want the most simple and up-to-date equipment, and that is the BERNERT line of pneumatic grain handling machinery. If you are in need of a Conveyor, Pitless Elevator, Car-loader, Combined Elevator and Car-loader, or Track-loader, both stationary and portable, etc., then do not wait, but write today for catalog and descriptive matter to the

## BERNERT MFG. CO.

759-33d St., Milwaukee, Wis.

Everything in Pneumatic Grain Handling Machinery



Uneven distribution, filled with dirt, or even distribution and thoroughly cleaned grain?

### WHICH ARE YOU GETTING?

The Mattoon Combined Car Loader and Grain Cleaner actually improves the grade of the grain that passes through it. Its use insures even distribution throughout the car as well as perfect stirring of the grain. If you are interested in better loading methods get in touch with us at once.

## MATTOON GRAIN CONVEYOR CO.

MATTOON, ILLINOIS

### THE 6-COLUMN ENTRY BOOK

is designed for original entry work, but it is adaptable to many different uses. It has one wide column and 6 narrow columns on each of its 150, 9 1/2 x 12 inch pages. The column headings are blank and can be filled in by user to suit his requirements. The book is made from canary colored writing paper, clearly ruled in three colors, and bound in marble board covers with Russia leather back and corners. Order Form No. 726. Price \$1.00

GRAIN DEALERS JOURNAL, La Salle Street, - CHICAGO, ILL.

## FOURTEEN YEARS' PAINT SERVICE

## DIXON'S SILICA - GRAPHITE PAINT

gave fourteen years' paint service on elevators owned by the Globe Elevator Company. Other grain elevator concerns have had similar experience. The reason why Dixon's Paint is most widely used on grain elevators is because

It Lasts Longer;  
Costs Least Per Year;  
Always Best Quality;  
Most Reliable;  
Most Popular.

By using DIXON'S SILICA-GRAPHITE PAINT, you SOLVE your paint worries; you lower your yearly paint costs, and you get superior service. Booklet No. 15B is free.

## JOSEPH DIXON CRUCIBLE COMPANY

JERSEY CITY, NEW JERSEY



## HOTEL DYCKMAN

6th Street Near Nicollet

MINNEAPOLIS NEWEST HOTEL

325 Rooms, Every Room with private bath  
Rates \$1.50 to \$5.00 per day

The DYCKMAN gives more for the money than any hotel in the Twin Cities

Headquarters for the Grain Trade

J. TREMAINE, President and Manager

## IF U NU

How easy it is to sell anything thru a want ad in this paper, you would send in your ad at once.

Try it. At least ask us about the success of others.

## GRAIN DEALERS JOURNAL

LA SALLE ST., CHICAGO.



**Make a  
Profit  
Both  
Ways**

**Buy The  
Farmers  
Grain**



## **Sell Him Schumacher Feed**

Feed Dealers and Elevator Men who have followed our advice on this matter have made good profits. You should not be content simply to buy the farmer's surplus grain stocks. Why not show your customers where they will be money ahead by selling their whole grains to you at market prices and buying from you instead

## **Schumacher Feed**

and our various other feeds for Horses, Hogs, Dairy Cattle and Poultry. Explain to your customers how the whole grain contains a large percent of moisture for which they are paid when they sell—while SCHUMACHER FEED is kiln-dried—practically free from moisture when they buy. Also call their attention to the indigestibility of whole grain, the waste and bother of mixing ground grains as compared with SCHUMACHER FEED, which is high in digestibility—uniformly mixed and the most appetizing, beneficial blend of wheat, corn, oats and barley products.

A little salesmanship on your part will persuade your farmer customers to *sell you more* whole grain and *buy more* SCHUMACHER FEED. You will profit both ways. Start now.

**Buy the Farmer's Grains**

(56)



**Sell Him  
SCHUMACHER  
FEED**

Our mammoth advertising campaign consisting of pages and double pages in all the leading farm and dairy papers is creating a tremendous demand for SCHUMACHER FEED. Now is the time to start if you want to get the benefit of this extra profit. Write to-day—simply say "I am interested. Send me your proposition for Feed Dealers and Elevator Men."

**The Quaker Oats Company,**

Address: CHICAGO, U. S. A.

# Wanted and For Sale

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE

**IOWA** elevator and coal business for sale; fine location. A. L. Tollefson, Est., St. Ansgar, Iowa.

**SOUTHWESTERN OHIO**—Three elevators for sale in good grain section; elevators in good repair. J. & J. Leas, West Manchester, Ohio.

**MICHIGAN** bargain. Will sell 15,000 bu. bean and grain elevator at once; town 3,000; one other elevator. Address Don, Box 10, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Large splendid paying country elevator business near Des Moines, Iowa; not one objectionable feature. Address Opportunity, Box 3, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elevator and feed mill, feed, flour, grain, seeds, phosphate, poultry supplies; in Dairy section Central New York. For particulars, address R. N. Dersheimer, Dryden, N. Y.

**FOR SALE**—Grain Elevator, coal sheds, tool house; all built two yrs. ago; owners cannot give business the attention it requires. Address Own, Box 3, Grain Dealers Journal, Chicago, Ill.

**MONTANA**—Grain Elevator, capacity 37,000 bu. Situated on Lake Shore and railroad line which is now being built into Polson. For further particulars, write owner. Flathead County State Bank, Polson, Mont.

## TWO ELEVATOR BARGAINS.

Have two medium priced elevators within 100 miles of Chicago that are special bargains. Either can be bought on small cash payments. Good towns and splendid business. Jas. M. Maguire, 6454 Minerva Ave., Chicago, Ill.

**ILLINOIS**—On account of death of our Mr. John Ervin, elevator at Tuscola, Ill., situated on I. C. track, is for sale; 4 dumps, 2 elevators, electric power (35 horse), gravity load, private track, good repair; storage for 15,000 bu. ear corn; 15,000 bu. shelled; machinery good. Address R. & J. Ervin, Tuscola, Ill.

**OKLAHOMA**—A three-fourth or entire interest for sale in Mill and elevator and a line of 4 other elevators, located in best wheat and grain belt in Oklahoma. Will sell to practical and reliable grain man at almost his own terms, on account of illness of Manager. Who will be the lucky purchaser? Address Frank Meyers, El Reno, Okla., Box 752.

**FOR SALE**—Elevator and feed business consisting of grain, flour, feed and grass seed. Price \$3200 if sold at once. Including 1-10 horse motor, G. E., 4 pr. scales, 1 Bowsher Grinder No. 4. Situated in Southwest Mo. in town of 3000 pop. Only elevator in town; reason for selling, ill health. Address Flour, Box 3, Grain Dealers Journal, Chicago, Ill.

When the first ring of the door bell is not answered, don't conclude that the folks are not at home. This applies to Journal "Wanted—For Sale" advertising. Ring again.

## ELEVATORS FOR SALE.

**OKLAHOMA** one good elvtr. well located, 15,000 bu. cap. Owner wants to sell and will make price right. Address Grain Box 5, Grain Dealers Journal, Chicago.

**FOR SALE**—Good elevator in best part Darke Co., Ohio; small town, no competition; doing \$75,000 business annually. Address Black, Box 1, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—A 20,000 bu. cap. elevator with wagon scales, two dumps, one automatic scale, and is electric wired; it is well improved and has all modern conveniences. V. E. Kepple, Bardolph, Ill.

**INDIANA**—Iron clad modern elevator for sale handling from two to 300,000 annually, located in best section of Indiana. Price \$30,500. \$10,000 cash, balance to suit purchaser. N. P. Claybaugh, Frankfort, Ind.

**OHIO**—7M elvtr., cribbed, equipped with up-to-date machinery, corn cribs, cement house, lumber shed, coal yard in connection. Located in good town, doing good business. Address Coal, Box I, Grain Dealers Journal, Chicago.

**NORTHERN ILLINOIS**—65,000 bu. cap. elevator in rich grain belt; handles 200,000 to 250,000 bu. grain annually; no competition. Full particulars upon request; no trades. Coal and feed business in connection. Address Belt, Box 10, Grain Dealers Journal, Chicago, Ill.

**CENTRAL INDIANA**—My elevator for sale in good town with good competition; acct. poor health, must change climate. Ships about 100,000 grain, sells 3000 to 4000 tons coal and large feed business. Price \$12,000 will carry half. Address John A. Rice, Frankfort, Ind.

**COLORADO**—For Sale 25,000 bu. elevator with fuel and feed business, in the famous Arkansas Valley. Good town, wideawake, healthy climate. Doing good business, thoroughly equipped. Good reason for selling. This is a money maker. Address J. B., Box 4, Grain Dealers Journal, Chicago.

**FOR SALE**—Grain elevator, Paola, Kansas, on Mo. Pacific and Katy tracks. Located on main line Mo. Pacific and Frisco and main line and Sedalia branch M. K. & T., cap. between 5 and 6 thousand bu., two dumps, wagon and hopper scales. Steam power; No. 7 Bowsher chop mill, corn sheller and separator; 5,000 bu. corn crib and office. Price \$4,500.00. Fowler Commission Co., Kansas City, Mo.

**NORTHERN INDIANA**—Opportunity is knocking at your door, will you let it in? If so, investigate the following proposition. We have a modern 10,000 bu. cap. cribbed steel clad elevator with warehouse, corn crib, coal sheds on the Wab. R. R. in Northern Indiana; using kerosene power, 1-35 horse Lambert and 1-6 horse Burnoil engine, dump, sheller, feed grinder, all new; cleaner and 6 elevator legs. Handling flour, feed, coal, tile, cement, fertilizer, limestone, sand and roofing as side lines; handling 100,000 bu. grain and doing \$100,000 business annually; with privilege of buying residence. \$6500.00 will buy business as it stands, no trades. Excellent reasons for selling. N. L. Loyer & Son, Wyatt, Ind.

## ELEVATORS WANTED.

**FOR TRADE**—Good N. D. land for elevators. What have you to offer? Z. Steele, Madison P. O., Saranac, S. Dak.

**WANTED**—Central Illinois elevator, handling at least 250,000 bus. Address Cash, Box 3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Good elevator. Send particulars and price in first letter. Address Rice, Box 3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Grain elevator in Illinois in exchange for residence or flat location in Galesburg, Ill. Address Box 394, Galesburg, Ill.

**AM LOOKING** for good elevator or small mill located in Northern Oklahoma that does business. Address Land, Box 3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—To buy several elevators without competition in Northwestern Missouri, Southwestern Iowa and Northeastern Kansas. Address Rich, Box 3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—A first class elevator with good business within 75 mi. of Indianapolis. Give full particulars first letter. Address B. A. 142, Box 2, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR BROKERS.

**LIST YOUR ELEVATORS AND REAL ESTATE WITH ME FOR RESULTS.** NAT P. CLAYBAUGH, ELEVATOR AND REAL ESTATE BROKER, Board of Trade Bldg., Frankfort, Ind.

**ELEVATOR BUYERS** save \$1,000 by getting choice out of my private list, gratis. **ELEVATOR SELLERS** get access to the entire field of buyers by listing your elevator with me. John A. Rice, Elvtr. Broker, Frankfort, Ind.

## BIDS WANTED

**BIDS WANTED** for construction of 20,000 bu. capacity elevator building. Sterling Grain Co., Mt. Sterling, Ohio.

## PARTNERS WANTED.

**WANTED** by a Swiss-American Millman, 40 yrs. old (single) with 15 yrs. experience, to buy half interest in a 25-bbl. Midget Marvel Mill or will join honest party building new plant in live town of not less than 2,000 inhabitants. Werner Klingler, 1310 E. Tusc. St., Canton, Ohio.

**WANTED**—Partner in a 200-bbl. Roller Mill, with elevator, also electric light plant in connection for lighting city; in a thrifty town; a paying proposition. Would sell mill and elevator without light plant; would sell whole entire plant, but prefer to sell one-half interest; would rent mill and elevator, oil engines for power. Any one looking for a paying proposition will do well to investigate. Address Mill, Box 11, Grain Dealers Journal, Chicago, Ill.

Somebody's always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevator For Sale" columns of the Journal.



## BUSINESS OPPORTUNITIES.

**EXCHANGE**—Central Iowa Farm, 160 acres, for Grain or Lumber business. Address P. O. Box 386, Cedar Rapids, Iowa.

**FOR SALE**—Grain, Hog and Machinery business. Will sell separately or all together. Address P. O. Box 186, Independence, Iowa.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

**FOR SALE**—Seventy-five barrel flour mill with elevator and coal yard in connection. Mill bldgs. brick. Plant in active operation, with good local trade. Must be sold at once. Write A. M. G., Box 2, Grain Dealers Journal, Chicago.

**FOR SALE**—In Burlington, Vt., grain, feed, flour and seed business; electric grist mill fully equipped. Large farming center. Business \$100,000 per annum. Settling estate, reason for selling. Bargain for cash. Business established over thirty years. John M. Evans, 220 Broadway, New York, New York.

**DO YOU** want to trade your grain, lumber or hardware business for \$17,000 equity on 680-acre stock and grain farm, 200 acres broke, 250 acres pasture, balance fine hay meadow; 15 miles from town; new R. R. about to be built near farm; good 8 room house, large barn, cattle and hog sheds, etc. A money maker. Address Lock Box 455, Osmond, Nebr.

**FOR SALE**—The oldest and best grain business in Southern Illinois; has been carried on successfully for 35 years, but on account of advancing in years, will dispose of my line of elevators and warehouses, including the best grain business in this entire section and will sell at a bargain if disposed of soon. Will require about \$40,000.00 to secure the property. Address Lock Box No. 667, Carmi, Ill.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## GRAIN ELVTR. ENGINEER.

Open for high-class executive or engineering position. 12 years' experience. Familiar with Complete Designing and Construction of Concrete Grain Elevators, Flour Mills, Power Plants, etc. Write Ford, Box 2, Grain Dealers Journal, Chicago, Ill.

## MILLS FOR SALE.

**FOR SALE** 150-bbl. flour mill, situated in Kansas wheat belt, in operation; money maker. Address Bee, Box 6, Grain Dealers Journal, Chicago.

**FOR SALE**—One of the best 50-bbl. Flour Mills with 10,000-bu. elevator in Southern Minn. Bears closest investigation. Gibbon Roller Mills, Gibbon, Minn. Otto Pless, Prop.

Somebody's always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevator For Sale" columns of the Journal.

## SITUATIONS WANTED.

**WANTED**—Position as Grain Inspector by Licensed Inspector of twenty years' experience. Address J. Box 3, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED** grain and lumber man wants position as manager. Good town where there is lots of business. Address Box 96, Colo, Iowa.

**POSITION** as gr. solicitor; 5 yrs. exp. as elvtr. mgr. Prefer Minn., N. D. or Mont. Address Jen, Box 2, Grain Dealers Journal, Chicago, Ill.

**WIDE AWAKE** man desires position as manager of elevator doing large business; thoroughly experienced. Address Wide, Box 1, Grain Dealers Journal, Chicago.

**WANTED**—Position with good grain firm as Mgr. of Elvtr. or in office of good comm. firm. 10 yrs. exp. good ref. Address Gall, Box 9, Grain Dealers Journal, Chicago.

**WANTED**—Position as mgr. of elvtr. 4 yrs. exp. Speak English and German. 40 yrs. old. Can furnish A-1 ref. and bond. Address Peter, Box 3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as traveling solicitor; experienced. Reference present employer, thirty-five years old; steady worker. Would like to make change. Address Spring, Box 8, Grain Dealers Journal, Chicago.

**EXPERIENCED** grain and lumberman wants position with Grain Com. Co. as traveling solicitor or position as manager of a private concern to manage grain and lumber business. Montana preferred. Address Light, Box 2, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Situation as office assistant or elevator foreman; have had 5½ years experience as elevator foreman and 4 months as clerk in railroad office. A good mechanic and can handle steam, electric and gas power. A-1 ref. Am employed but can come at once. Address Plain, Box 3, Grain Dealers Journal, Chicago, Ill.

**POSITION** as manager Farmers or Independent Elvtr. Co. or would consider traveling solicitorship; N. D., Mont., or Northern Minn. preferred. 11 yrs. exp. Agt., Auditor and Manager. Age 37, married, can furnish A-1 ref. and bonds; can arrange to begin on short notice. Address Rule, Box 2, Grain Dealers Journal, Chicago.

## SITUATIONS WANTED

**POSITION** as mgr. of elvtr. or with good grain firm; 20 yrs. exp. Address Old, Box 3, Grain Dealers Journal, Chicago.

**POSITION WANTED** by an experienced grain and elevator man, with farmers' grain company; can give references, also bond. Fred A. Seick, Elbert, Colo.

**WANTED**—Position as elevator manager by man 40 yrs. old; now employed, but wish to change after Dec. 1st, 1916. (Farmers Elvtr. preferred.) 15 yrs. experience handling grain and stock in corn belt. Address Change, Box 9, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED

**WANTED**—Good man for country elevator; none but experienced need apply. Address Film, Box 3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Good bright man to take second run in elevator. Must have experience. State salary expected. Address Bright, Box 3, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED HELP**, such as managers for country stations, foremen, auditors and employees need in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

**WANTED**—A reliable, competent elevator man who is sober and industrious; good wages, steady work. Steam power. State nationality and whether married. Address Power, Box 3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Manager for country elevator handling side lines of coal, feeds, tile, etc. State age, experience, qualifications and salary expected. Communicate in own handwriting. Address Tile, Box 3, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Man to take charge of line of country lumber yards with grain elevators in connection. State experience, age and salary expected or no consideration will be paid to application. Communication will be treated confidential. Address XYZ, Box 2, Grain Dealers Journal, Chicago, Ill.

**WE ARE** anxious to obtain a man who is capable in every respect to take complete charge of our new seed house at New York City, preferably one familiar with the cleaning and handling of seeds and if possible one who has had some little experience in elementary bookkeeping. Replies must be accompanied by references and full details. Address Seed, Box 3, Grain Dealers Journal, Chicago, Ill.

## Profit and Loss

### GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order that I may increase my profits and avoid losses by keeping well-posted, please send me the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar and Fifty Cents for one year's subscription.

Name of Firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....

**ENGINES FOR SALE.**

**FOR SALE CHEAP**—2 Stationary St. Mary's 30-35 h. p. gas or gasoline engines. The Western Reserve Seed Co., Norwalk, O.

**FOR SALE**—Nash gas engine, 20 horse power; second hand; good condition. Wm. Gaertner & Co., 5345 Lake Park Ave., Chicago, Ill.

**FOR SALE**—Type "N" 20 horse Fairbanks Morse gasoline engine; in good running order. Nordyke-Marmon 9-18 two pair high roller feed mill. Both machines at 50% list price; we wish to put in motor driven machinery. Equity Elevator Co., Oakley, Kans.

**FOR SALE.**

12 h.p. Stover, hopper cooled.....\$275.00  
16 h.p. Stover ..... 295.00  
12 h.p. Foss special electric lighting engine ..... 350.00  
15 h.p. Badger ..... 225.00  
20 h.p. Nash two cyl. vertical..... 355.00  
25 h.p. Fairbanks-Morse kerosene oil engine ..... 435.00

And many others.

Send for big list of auto, marine, tractor, aeromotor and stationary engine values. Badger Motor Co., Milwaukee, Wis.

**ENGINES WANTED.**

**WANTED**—Second hand gas or gasoline engines from 8 to 40 h.p. in answering, name price and describe condition. (Otto preferred). Address Gas, Box 2, Grain Dealers Journal, Chicago, Ill.

**STEAM ENGINES—BOILERS.**

**FOR SALE**—150 h.p. boiler in excellent condition and much other good machinery at a reasonable figure. F. B. Williams Cypress Co., Patterson, La.

**WANTED**—Second hand 100 to 150 h. p. high pressure boilers; 18 or 20 inch Corliss engines; pipe, 1 to 8 inch; rail; compressors, etc. Landreth Machinery Co., Joplin, Mo.

**FOR SALE**—Complete steam power plant consisting of one 80-h. p. steel tubular boiler and 53-h. p. Atlas Automatic engine and all connections. H. M. Cosier, Bear Lake, Mich.

**FOR SALE**—One 72"x18' Tubular Boiler good for 130 lbs. working pressure; one 16x36" Corliss engine; four 50 h.p. Firebox boilers. Various other material. Contractors Machinery Company, 1010 Kansas Ave., Kansas City, Kans.

**LEATHER BELTING**

**WANTED**—Leather belting in good condition; give width, ply and price. Address Market, Box 3, Grain Dealers Journal, Chicago, Ill.

**DYNAMOS—MOTORS.**

**WANTED**—One 150 horsepower second hand electric motor. Submit price and name of motor. Droge Elevator Co., Council Bluffs, Iowa.

**FOR SALE**—We are headquarters for motors and generators both A. C. and D. C. Can furnish almost any size or type wanted. Send us your inquiries. Central Electric Co., 110 E. 8th St., Ft. Worth, Texas.

**WANTED**—Electric motors and generators of all kinds. Write us what you have, giving price and full description. Central Electric Co., 110 E. 8th St., Ft. Worth, Texas.

**FREIGHT ELEVATOR**

**FREIGHT** elevator 1000 pounds capacity. Send description and cash price. F. H. Culbertson, Carroll, Iowa.

**MACHINES FOR SALE.**

**FOR SALE**—A nearly new No. 10 De Laval Cream Separator. \$40 buys it. D. W. Brunson, Mulberry Grove, Ill.

**FOR SALE**—One 30-in. under-runner stiff spindle Buhr mill, with elevator and meal bolter. Chas. J. Carbaugh, Union Bridge, Md.

**FOR SALE**—1 double stand Northway feed mill, 9x18; second hand, in good condition. Price \$75.00. Heiberg Elevator Co., Twin Valley, Minn.

**FOR SALE**—No. 8 Monitor Receiving Separator, latest style, used about 15 months, cost \$560.00; will sell for \$300.00. Address Conover, Box 3, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—One No. 4 Double King Car Loader and pulleys, shaft, collars and boxes that go with it. Only been used through one harvest; will sell at a bargain. Farmers Grain and Seed Co., Darlington, Ind.

**FOR SALE**

One No. 1 Sidney combined sheller and cleaner in first class condition; cap. 25 to 350 bus., price.....\$110.00

One Sandwich sheller, two hole, with sacker and cob stacker; in good running order; cap. 75 bu., price.....\$30.00

One Richardson automatic 3-bu. dump scale, guaranteed to be accurate and as good as new, price.....\$105.00  
G. L. Watson Redkey, Ind.

**FOR SALE.**

1 35-h. p. steam engine, good as new.  
1 35-h. p. Power Boiler, first class shape.  
150 ft. chain with buckets attached, both in good shape.

1 Cast Iron Boot with cog wheels for chain and buckets; also elvtr. head with cogs.  
1 Car Loader in good shape. Have put in gravity loading spout.

1 Invincible Dustless double receiving cleaner, in good shape.

1 B. & L. Corn sheller, and cleaner combined, good as new.

Connell & Anderson Grain Co.,  
Bentonville, Ind.

**ELEVATOR AND MILL EQUIPMENT** at sacrifice prices.

1 No. 2 B. "Monitor" Double Flax Separators with Sieve Cleaners. Cap. 125 to 300 bu.....\$210.00

1 No. 169 "Eureka" Counterbalanced elevator Separator. Cap. 900 to 3,000 bu..... 275.00

1 No. 5 "Invincible" Dustless Warehouse Separator. Cap. 800 bu. per hour ..... 220.00

1 No. 6 "Invincible" Dustless Warehouse Separator. Cap. 1,000 bu. per hour ..... 250.00

1 No. 7 "Invincible" Dustless Warehouse Separator. Cap. 1,500 bu. per hr. .... 295.00

1 No. 153 "Barnard & Leas" Perfected Whse. Separator, 120 to 400 bu. per hr. .... 120.00

All above machines rebuilt and guaranteed for all practical use as GOOD AS NEW.

Shipped to responsible parties on 30 days time.

10 10-ft. lengths, 9" R. H. Conveyor, each, \$6.00.

6 10-ft. lengths, 9" L. H. Conveyor, each \$6.00.

5 12-ft. lengths, 14" R. H. Conv., 3" pipe, \$14.00.

4 12-ft. lengths 14" L. H. Conv., 3" pipe, \$14.00.

9 12-ft. lengths, 16" R. H. Conv., 3" pipe, \$16.00.

5 12-ft. lengths, 16" L. H. Conv., 3" pipe, \$16.00.

Used, guaranteed as good as new. Everything for Flour Mills, Feed Mills and Elevators.

B. F. Gump, Co.,  
431-437 So. Clinton St., Chicago.  
Established over 44 years.

**MACHINES FOR SALE.**

**FOR SALE**—A No. 1 Corn sheller, large capacity, at a very low price. Address Bemmels Milling Co., Lisbon, N. D.

**FOR SALE**—Oat and corn rolls, conveyors, grain elevator, boiler, sheller, tanks, molasses feed mixer, grain sprouters, grain dryer, etc. Wm. Rotsted, 559 Surf St., Chicago, Ill.

**FOR SALE** cheap, guaranteed good condition, one twenty-inch attrition mill, one twenty-inch burr mill, one cob crusher, elevating machinery, pulleys, hangers and belts. Lee T. Ward, Commercial Trust Bldg., Philadelphia, Pa.

**FOR SALE**—50 feed mills, \$10 up, 2000 pulleys 75% from list, shafting 3c per pound; 50 grain cleaners \$25 up. We build elevators, sell and buy elevators and flour mills, machinery, belting, hangers and everything in this line. Give us an opportunity to save you money. Ten oil engines, ten steam engines, 100 h.p. down. A. D. Hughes Co., Wayland, Mich.

1—16" B. B. Attrition Mill & Drive \$220.00  
1—22" Ball Bearing Attrition Mill 210.00  
1—24" Ball Bearing Attrition Mill 300.00  
1—No. 5 Knickerbocker '05 Dust Col. 40.00

All f.o.b. shipping point subj. to prior sale, 1/4 cash, balance your own terms. Many other bargains on Rebuilt Attrition, Roller, Burr Feed Mills, Reels, Separators, Driers, Packers, Scourers, Feeders, Mixers, Dust Col., Supplies, etc. Complete equipments scientifically arranged for modern Flour & Cereal Mills, Molasses Stock, Poultry Feed & Fertilizer Plants, Plans, Specifications and Flow Sheets. Write us now. "Builders of Better Mills."

George J. Noth, Manager,  
No. 9 South Clinton St., Chicago, Ill.

**Your Name**

is not listed in the 14,000 copies of the 1915 List of Universal Grain Code Users because you failed to advise the Grain Dealers Journal that you possess a copy of the code, but

**Your Name**

will be included in the 1917 List of Users of the Universal Grain Code which will be sent to 15,000 live progressive grain dealers if you report the possession of a copy to the

**Grain Dealers Journal**

305 So. La Salle Street  
Chicago, Ill.



## SECOND-HAND BAGS AND BURLAP.

**FOR SALE**—2,400 second hand cotton grain bags in shipping order. Will hold 2½ bushels of wheat. In lots from 100 up. Price 14c each, f. o. b. St. Louis. Write Foell & Co., 123 Market St., St. Louis, Mo.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheet- ing, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

## ADDRESS WANTED.

**ADDRESS** Wanted of O. S. Stusman, formerly of Springfield, Ill. Central, Box 3, Grain Dealers Journal, Chicago.

**WANTED**—Present address of Geo. P. Douglas, who moved from Mason City, Ill., some time ago to Pittsfield, and then to Beardstown. Write Main, Box 12, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

2949—Cockerels, hens and pullets, 49 varieties chickens, geese and ducks. Eggs in season; seeds and trees. Aye Bros., Blair, Nebr. Box 47. Free Book.

## HAY FOR SALE.

**FOR ALL** grades of hay send your order to M. B. Koffroth, Richwood, Ohio.

## INFORMATION BUREAU

**READERS DESIRING** to learn by whom, or where any grain handling machine or device is made, can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

## GRAIN WANTED.

**WE ARE** operating a branch at Mobile, Ala., Post Office Box 868, with A. T. Kerr, as General Manager. We desire correspondence with responsible shippers of grain; will sell wholesale trade in car load lots. Lyle & Lyle, Huntsville, Ala.

## SCALES FOR SALE.

**FOR SALE**—One Automatic Hopper scale, one straight Hopper scale, one elevator belt with cups 4"x12". Jansen Equity Exchange, Jansen, Nebr.

**FOR SALE**—A 10 ton Howe wagon scale, having a platform 8x10 feet. Address Geo. A. Du Toit, % Minneapolis Steel & Machinery Co., Minneapolis, Minn.

**ARE YOU** a quick buyer who can tell a bargain? If so, we offer you  
1-100 ton 46 refitted Fairbanks  
Track Scale with recording beam  
and steel frame.....\$450.00  
1-500 bu. refitted Howe Hopper scale 125.00  
We also have some dandy bargains in refitted wagon scales. Dormant scale and office safes. Write us your wants.  
**HOWE SCALE COMPANY**  
St. Louis, Mo.

Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

## INFORMATION BUREAU

Grain Dealers Journal, 305 So. La Salle St., Chicago

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**OVERLAND COUPE**, model 80 C, at big bargain. Electric lights and starter, extra tire and tube, rubber mat, radiator cover; locks on windows, doors, switches. Good condition. Run nine thousand miles. Mrs. Charles S. Clark, 7130 Princeton Ave., Chicago, Ill.

## SCREENINGS WANTED.

**SCREENINGS** wanted, all kinds. P. L. Zimmerman Co., St. Louis, Mo.

**WE ARE IN THE MARKET** for clover seed screenings now, and for the coming season. We will either contract for your entire output or buy your different lots by sample. It will be to your interest to confer with us before making any disposition of your screenings and low grade seeds. We will be glad to hear from you. King Seed Co., No. Vernon, Ind.

## MACHINES WANTED.

**WANTED**—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of the Grain Dealers Journal in securing prices and estimates of machines for sale. We can save you money. More than value received.

## FERRETS.

2000 Ferrets. Prices and booklet mailed free. N. E. Knapp, Rochester, O.

**FERRETS**—1,000 good ratters, hunters. Breeding stock sale. G. Breman Co., Danville, Ill.

Whenever there is a real opportunity of interest to the grain trade it is usually registered in the "Wanted—For Sale" columns of the Journal.

# SEEDS FOR SALE—WANTED

## SEEDS FOR SALE

**FOR SALE**—Alsike Seed. For prices and samples write Walter G. Trumpler, Tiffin, Ohio.

**DWARF** Essex rape seed for immediate shipment. For particulars and price, apply at once to Kelway & Son, Langport, England. Cable: Kelway, Langport.

## CLOVER INVESTORS

Southworth's Weekly Review summarizes the week's high lights in clover as reflected in world's leading market. Sample copy on request. Complete hedging, investment, consignment service in clover, alsyke, timothy.

**SOUTHWORTH & CO., Toledo, Ohio**  
GRAINS—SEEDS—PROVISIONS

## The Mangelsdorf Bros. Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

## SEEDS FOR SALE

**FOR SALE**—Alsike, red clover, timothy and red top seed at prices that will interest you. Write for price and sample. J. M. Schultz, Dieterich, Ill.

**IOWA** 103 seed oats. Grain dealers and seedsmen should put in carload lots of these oats. Your section oat yield increased 10 to 25 bu. per acre. At present 65c bu. f.o.b. Oakville. Also have Iowa 203 dent seed corn. F. E. Jamison, Oakville, Iowa.

## WINTER VETCH

NEW CROP MICHIGAN GROWN  
YOUNG-RANDOLPH SEED CO., Owosso Mich

## MISSOURI BRAND SEEDS

Specialists

KANSAS GROWN ALFALFA  
MISSOURI GROWN BLUE GRASS  
**MISSOURI SEED CO.**  
KANSAS CITY, MISSOURI

## SEEDS FOR SALE

**FOR SALE**—1 40 bu. Iowa 103 oats. Oswald Drevelow, New Hampton, Ia.

**MAMMOTH** yellow Soy beans, cow peas, car lots and less. Write for prices. Carter, Venable & Co., Inc., Richmond, Va.

**FOR SALE**—German Millet for sale in car lots or less; correspondence solicited. D. H. Clark & Sons, Galt, Mo.

**PERENNIAL** Rye Grass, Italian Rye Grass and Crested Dogstall. Highest grades; re-cleaned and tested. C. I. F. U. S. Ports. Samples and offers on request. McClinton & Co., Belfast, Ireland.

## "WELL BOUGHT IS HALF SOLD"

Feeding Peas Hemp Seed  
Orchard Grass Fancy Grasses

## DWARF ESSEX RAPE

Holland and Japanese Grown  
bought of

**WM. G. SCARLETT & CO.**  
BALTIMORE, MD.

at prices we can name will be easily sold.

# RUDY-PATRICK SEED CO.

Alfalfa — Sudan Grass — Millet — Cane  
KANSAS CITY, MO.

## SEEDS FOR SALE—WANTED

## SEEDS FOR SALE.

SUNFLOWER SEED for sale. P. L. Zimmerman Co., St. Louis, Mo.

SEED CORN of high quality, breeding and selection. Satisfaction guaranteed. E. G. Lewis, Media, Ill.

WE ARE always in the market for cool and sweet corn, or will dry your corn in transit. Wadsworth Feed Co., Warren, O.

I HAVE 30,000 pounds seed, screenings, mixed of red and white, alsike, and timothy for sale. Theo. H. Runte, Hilbert, Wisc.

## SEEDS WANTED.

WE WANT to buy cane seed, millet, sudan grass, alfalfa, clovers and cow peas. Fort Smith Seed Co., Fort Smith, Arkansas.

WE WISH TO BUY Red, Alsike and Bastard Clovers, Timothy, Cocksfoot, Meadow fescue. John Lytle & Sons, Ltd., Belfast, Ireland.

WE ARE in the market for medium red, mammoth red and alsike clover; amber and orange cane; sudan grass, german millet, orchard grass, red top, Kentucky Blue and rye grasses; cow peas and soy beans. Mail samples with prices to Peninsula Produce Exchange of Maryland, Pocomoke City, Md.

## LOEWITH, LARSEN &amp; CO.

CLOVER, GRASS AND FIELD SEEDS  
NEW YORK CITY

SAMUEL McCausland  
Belfast, Ireland

Cleaner and exporter of finest Perennial and Italian Ryegrass seeds, Crested Dogtail seed, etc. Importer of Clover and Natural grass-seeds. Cables, "Shamrock, Belfast." A B C Code, 4th and 5th Editions.

We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.  
Kansas City, Mo.

CLOVER FIELD  
SEEDS  
and

Crabbs Reynolds Taylor Co.  
CRAWFORDSVILLE, IND.  
CET IN TOUCH WITH US

FARMER SEED & NURSERY CO.  
FARIBAULT, MINN.

Always in the market for Timothy, Clover, Alfalfa, Kentucky Blue Grass and other Farm Seeds. Write us with samples.

## ONION SETS

PEAS, BEANS AND CORN

LEONARD SEED CO.  
226 W. Kinzie St., CHICAGO

## Milwaukee Seed Company



WHOLESALE SEEDS

LONG DISTANCE TELEPHONE GRAND 672 and 673

104-106 WEST WATER STREET

MILWAUKEE, WIS.

Buyers and Sellers

Medium Mammoth Alsike,  
White Alfalfa, Timothy, Grasses,  
etc.

Mail Samples

Ask for Prices

"The Live Clover House"

THE  
ILLINOIS SEED CO.

CHICAGO, ILL.

We Buy and Sell

Field Seeds

Ask for Prices

Mail Samples for Bids

Directory  
Grass Seed Trade

## ATCHISON, KANS.

Manglesdorf Bros. & Co., The, wholesale seeds.

## BALTIMORE, MD.

Scarlett & Co., Wm. G., whse. seed merchants.

## BELFAST, IRELAND.

Lytle & Sons, Ltd., John, Per. & Ital. Ryegrasses.  
McClinton & Co., wholesale, export & import.  
McCausland, Samuel, ryegrass and dogstall.

## CHICAGO, ILL.

Dickinson Co., The, Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, J. Oliver, seed merchant.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

## EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

## FARIBAULT, MINN.

Farmers Seed & Nursery Co., seed merchants.

## GIBSON CITY, ILL.

Noble Bros., whse. seed merchants.

## INDIANAPOLIS, IND.

Indiana Seed Co., The, Seed Dealers.

## KANSAS CITY, MO.

Missouri Seed Co., who. exp. and imp.  
Peppard Seed Co., J. G., wholesale seeds.  
Rudy-Patrick Seed Co., wholesale seeds.

## LAWRENCE, KANS.

Busch Seed Co., W. J., seeds and grain.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, field seeds.  
Lewis & Chambers, field seeds.  
Louisville Seed Co., clover & grasses.

## MACON, GA.

Georgia Seed Store, field and garden seeds.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Milwaukee Seed Co., wholesale seeds.

## MINNEAPOLIS, MINN.

Dickinson Co., The, Albert, seeds.  
Minneapolis Seed Co., seed merchants.  
Northrup, King & Co., wholesale seeds.

## NEW YORK, N. Y.

Radwaner, I. L., field & grass seeds, exp. imptas.

## PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, whse. field ads

## ST. LOUIS, MO.

Kaercher-Schleser, F. & G. S. Co., seed merchants.

## TOLEDO, OHIO.

Crumbaugh-Kuehn Co., alsike, timothy, alfalfa.  
Hirsch, Henry, clover, alsike, timothy, alfalfa.  
The Toledo Field Seed Co., clover, timothy.

## TWIN VALLEY, MINN.

Heiberg Elevator Co., wholesale seed merchants.

## L. Teweles Seed Co.

Milwaukee Wisconsin

Headquarters for

Red, White and Alsike  
Clover

Timothy and Alfalfa  
Seed

SEED CORN FIELD PEAS

We have for  
IMMEDIATE SHIPMENT  
New Crop

DWARF ESSEX RAPE SEED  
ORCHARD GRASS  
RED CLOVER  
CRIMSON CLOVER

Carloads or less

I. L. RADWANER

83-85 Water St. New York, N. Y.  
Write or wire us for sampled offers



## SEEDS FOR SALE—WANTED

### SEEDS FOR SALE.

**SUNFLOWER SEED** for sale, carlots or less. Southeast Mo. Grain Co., Malden, Mo.

**FOR SALE**—Choice seed corn, oats and barley; car lots or less; samples and prices mailed on request. Square Deal Seed Farm, Allen Joslin, Prop., Holstein, Iowa.

**FOR SALE**—Genuine Texas red rust-proof seed oats; cotton seed products. Wire for prices. Lewis & Knight, 2714 Routh St., Dallas, Texas.

**O. A. C. No. 72 Oats:** 700 bu. of this famous variety, pure, bright, re-cleaned; official germination test 95 to 98%. Write or wire bids f. o. b. Jenner, Alta. H. O. Klink, Redcliff, Alberta.

### SEEDS WANTED.

**WANTED**—Medium, Mammoth, German Millet seed and beardless barley, true to name. Mail sample and price to Walter G. Trumpler, Tiffin, Ohio.

**MAMMOTH CLOVER WANTED**  
Also Red, Alsike, Timothy and Soy beans.

**O. M. SCOTT & SONS CO.**  
500 Main St. Marysville, Ohio.

### SEEDS FOR SALE.

**TIMOTHY SEED**, and Red Clover, car or less carlot. J. B. Leveille, Eyota, Minn.

**FOR SALE**—Alsike and Red Clover, superior quality, Wisconsin grown; any quantity. Samples on request. Oshkosh Seed Co., Oshkosh, Wisc.

**FOR SALE**—Thoroughbred Kentucky Blue Grass seed, grown on Elmendorf, the model farm of the blue grass section of Kentucky. Recent test by experiment station shows germination test of 90%. For samples and prices, write Elmendorf Coal & Feed Co., Inc., Lexington, Ky.

**HENRY HIRSCH**  
WHOLESALE FIELD SEEDS  
**CLOVER — ALSIKE — TIMOTHY — ALFALFA**  
*Our Specialty*  
All Other Field Seeds  
**TOLEDO — OHIO**

**FIELD SEEDS**  
AND ONION SETS  
WE BUY—WE SELL  
**HARDIN, HAMILTON & LEWMAN**  
Louisville Kentucky

### FARM SEEDS WANTED

We are in the market and prepared to pay cash for any quantity of Timothy, Clovers, Timothy and Clovers mixed, Millet and Sudan Grass—also other field seeds. Send us samples, description, state quantity you have and quote cash price per bushel f. o. b. your station. No lot too small nor too large. Address  
**HYDE SEED FARMS, Pattonsburg, Mo.**

**LOUISVILLE SEED COMPANY**  
INCORPORATED  
LOUISVILLE, KY.  
Headquarters for  
**RED TOP AND ORCHARD GRASS**  
BUYERS AND SELLERS  
OF ALL VARIETIES FIELD SEEDS

**FLOWER, FIELD and LAWN SEED**  
**J. OLIVER JOHNSON**  
Wholesale  
SEED MERCHANT  
1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

**MINNEAPOLIS SEED CO.**  
DISTRIBUTORS



**BRAND FIELD SEEDS**  
TIMOTHY and MILLET Our Specialties

**CRAWFORDSVILLE SEED CO.**  
Crawfordsville, Ind.

**CLOVER SEED FOR SALE**

Ask for Samples and Prices

**The Toledo Field Seed Co.**  
Clover and Timothy Seed  
Consignments solicited. Send us your samples.  
**Toledo, Ohio**

**THE CRUMBAUGH-KUEHN CO.**  
We pay top prices for seeds. Your track or Toledo. Send samples.  
**TOLEDO, OHIO**  
**CLOVER**  
ALSIKE TIMOTHY ALFALFA



**UNION SPECIAL**  
ADJUSTABLE HEAD  
FILLED BAG MACHINE

Closes the mouths of all varieties of bags after they are filled—more securely, far more speedily and at a greater reduced cost than can be approached by hand sewing.

**Union Special Machine Co.**  
CHICAGO ST. LOUIS MINNEAPOLIS SAN FRANCISCO

FIELD **SEEDS** GRASS

**Poultry Feeds**

Timothy  
Clover  
Alfalfa  
Millets

Cane  
Kafir  
Popcorn  
Lawn Grass

**The Albert Dickinson Co.**  
ESTABLISHED 1855  
Minneapolis Chicago



## Equipping Grain Elevators

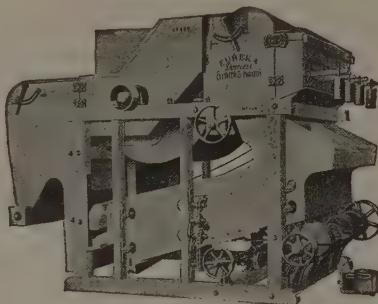
### IS OUR BUSINESS



No matter what you may need for your elevator, from the smallest to the largest item, write us. We can furnish it. If you haven't one of our No. 7 catalogs, send for it.

### Large Stocks

Wood Split Pulleys  
Steel Split Pulleys  
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Hall Distributors  
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Overflow Distributors  
Car Loading Spouts  
of all kinds



### Complete Stocks

Elevator Cups  
Norway Cup Bolts  
Special Rubber  
Leg Belting  
Transmission Belting in  
Rubber, Plain and  
Waterproof  
Canvas



All Makes of Grain Cleaning Machinery, Shellers, Etc.

## AMERICAN SUPPLY AND MACHINERY CO.

1102—Farnam Street—1102

OMAHA, NEB.

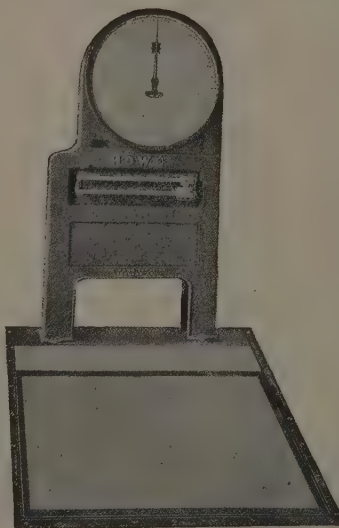


## Howe Automatic Dormant and Portable Scales

There are but few parts to the Howe Automatic Scales and all are made strong enough to sustain the heaviest loads with durability and accuracy. The mechanism is very simple and contains no sprocket wheels, springs or chains.

### Howe Automatic Scales

adjust themselves after each weighing. No mistakes can be made. No weights to remove. Capacity up to 10,000 pounds.



Send for Special Automatic Scale Catalogue

This catalogue shows all the different sizes in Portables and Dormants. If you buy or sell by weight you want the best scale made. We have it.

## Nebraska Scale & Supply Co.

1104 FARNAM STREET, OMAHA, NEB.



## GRAIN DEALERS JOURNAL

[Incorporated]

Published on the

10th and 25th of Each Month at

305 S. La Salle Street, Chicago, Ill.

Charles S. Clark, Manager.

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A Red Wrapper on your Journal means your subscription has expired.

### THE ADVERTISING

value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms or for advertising a fake or a swindle.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome.

### QUERIES

for grain trade information not found in the Journal are always welcome. Address "Asked-Answered" department. The service is free to all.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.

CHICAGO, FEBRUARY 10, 1917

FULL ELEVATORS in many sections of the country testify to the scarcity of cars and the inability of the railroads to move cars which are loaded.

THE MECHANICAL box car unloader has come to stay. The Lackawanna is now using such a device for unloading box cars loaded with coal successfully, so that the use of a similar device will soon be pressed into service for unloading grain. The perfection of the car tippie is sure to put an end to all hopping of car bottoms. It will reduce the expense and time necessary to unload cars and increase their usefulness in the transportation of bulk freight.

SEED DEALERS who engage in interstate trade will almost have to guarantee everything, if H. R. 20044 becomes a law. As is shown by the bill, which is published in our "Seeds" department, many of the requirements are exactly what interstate seed shippers now decline to give, for the simple reason that the profits of the business do not justify their taking the extreme precautions necessary in order to comply safely with the provisions of the proposed law. To guarantee seeds is to invite interminable grief.

THE WORLD'S carry over of surplus grain from previous crops at the end of the present crop year will be so small as to have little influence on the prices to be paid for the 1917 crop, hence farmers everywhere are sure to realize an attractive price for whatever grain they may produce.

STORING OATS for a small fee will seldom be found profitable, if the grain is taken in at harvest time and held until the following year. One Ohio correspondent, who tells of his experience in "Letters" of this number, took in two lots aggregating 1,560 bus., and the shrinkage nearly wiped out his storage fee of  $\frac{1}{2}$ ¢ a month per bu. If all elevator operators who are storing grain for farmers would always take a bagful of each grain as it was received, weigh it, dry it out in the office for 30 days and then weigh it again, they would readily understand why their annual bank balance gains so slowly. The farmer should be charged a higher fee or else stand the shrinkage and insurance.

A BILL (H. R. 20039) has been introduced in the Lower House of Congress, providing for the licensing of weighers of farm products at commercial centers, and the licensing of inspectors of scales and other weighing devices. Grain elevator operators will wonder why Mr. Woods did not make his bill go farther and license everybody to weigh farm products or inspect scales anywhere, at any time. The poor little state governments will soon have nothing to do, as the Federal gang is determined to all-hog the trough. If the politicians think the business men of this country are incompetent to do anything for themselves without "fraud" and "deceit" it must be that the politicians and the holders of public office are the only wearers of honest, simon pure halos.

SOUTHWESTERN DEALERS are complaining most bitterly of their inability to have their grain shipments forwarded, even after being loaded into cars. One correspondent in this number makes the very reasonable suggestion that carriers be assessed as much for delaying grain in transit as the shippers and receivers are charged for delaying cars at initial and destination points. One shipper had a number of long delayed shipments switched onto his crowded siding one dismal day, with the result that large demurrage charges accrued, on account of his inability to obtain sufficient help to release all the cars within the prescribed time. It is not fair or equitable that the railroads should be permitted to hold back shipments, without penalty, and then dump a number of shipments onto a buyer and penalize him because his facilities are not ten times greater than needed to handle promptly ordinary deliveries.

THE CHAMPION rat catcher reported up to date is not Alexander the Great but Alexander the Little, who hails from Hiawatha, Kans. His record is 45 rats in 9 minutes. This is the way it happened. He heard a noise in his oats bin, so he jumped in and discovered an army of rats trying to get out a knot hole, with one of their number stuck, so the slaughter was easy. Can you beat it?

SECRETARY QUINN'S prediction, made at the St. Joseph meeting, that in five years the government will assume authority over each individual business, may have a delightful tinkle for the ears of the Socialist, but to the business man who thru the struggle of years has established a sustaining business, the government's supervision, regulation and interference is a personal and national calamity. Have the politicians a monopoly of honesty or efficiency? Will the best efforts be put forth by any man under Government compulsion?

MANY RECEIVERS have long contended that all grain graded at established inspection points should be subject to reinspection, providing an official sample cast a reflection on the first grading, and so far both buyers and sellers have been mutually agreed, but the sentiment varies in the different markets as to a reasonable time in which to make the reinspection. Mr. Butler presented the very practical suggestion, at the St. Joseph meeting, that the lower grades, being more likely to get out of condition, receive prompter handling. The shipper cannot afford to guarantee the grade of sample grain beyond the following day, hence the suggestion will quickly gain the support of all shippers as well as of fairly disposed receivers in every market jealous of its reputation.

THE GOVERNMENT'S interpretations as to the meaning of different clauses of the Grain Standards Act are so voluminous as to necessitate careful reading and close study, not only by the licensed inspectors and supervisors, but also by members of the trade who are anxious to gain a clear understanding of what they can and cannot do under the law. At present the trade is depending almost entirely upon the officials of the department for rulings as to the meaning of different provisions of the law. There seems no doubt but that as differences of opinion arise from time to time, some cases will be carried into the court to determine finally the meaning of the law. The voluminous regulatory announcements issued by the department may seem forbidding to the average grain dealer, but the more faithfully he studies these announcements, the sooner will he gain a clearer understanding of the purpose and intent of the law and his rights under it.

SHIPPERS who are willing to pay \$5 a day demurrage for delaying cars in loading or unloading, will be pleased by the rapid movement of a number of cars of grain which are reported in "Letters" this number as having stood at Mt. Corey, O., for over two weeks. The shipper surely suffered by the delay, and is just as much entitled to compensation as is the railroad for the delay of its cars.

GRAIN SHIPPERS who resent the requirement of the Agricultural Department that they report on the grade, car number and initial of any shipments of corn made from a non-inspection point in one state to a non-inspection point in another state, to the Secretary of Agriculture, should go to Washington and have the law changed. This regulation should in the end be beneficial to shippers who continuously strive to grade their shipments accurately, as there is not likely to be any interference with them or their shipments until it comes to the knowledge of the Secretary of Agriculture that they persistently over-grade their interstate shipments. The same regulation will apply to other grains as soon as the Federal grades for small grain have been promulgated.

"OPINIONS of the Department construing the Grain Standards Act are advisory only and are not binding," is the saving clause frequently employed by the Dept. of Agriculture in its voluminous service and regulatory announcements. Accordingly when we read in the latest regulations that each movement and each resale of grain requires a second inspection we know we are at liberty to use our own judgment as to whether it is in fact a violation of law to decline to pay a second fee to the inspector for a service that is not demanded either by buyer or seller. When a seaboard exporter sells grain on western inspection he ought not to be required to furnish a second seaboard inspection certificate when the contract does not call for it. The questions asked of the Department of Agriculture indicate that some members of the trade are expecting too much of the officials at Washington. It is too much to expect the college graduates at Washington to be expert in chemistry, book-keeping, law and merchandising at one and the same time. Opinions of the Department, well meaning tho they are, are as worthless to the grain shipper as the railroad agent's quotation of a freight rate. An erroneous quotation does not protect him from paying the higher rate or prevent prosecution for rebating. Another example of the worthlessness of official opinion is the stamp tax suit between the government and the Chicago Board of Trade, where the brokers relied upon an official opinion of an employee of the internal revenue department that transfers, bids and offers were not taxable.

FREIGHT RATES are steadily being boosted by the carriers, the latest to become effective Mar. 12 increasing the export rate to the Atlantic seaboard 1.3 cents, in addition to the Feb. 10 advance of 3/10 cent on grain, and to the Gulf ports 8/10 cent. This increase is indefensible in view of the carriers' total failure to furnish cars for shipment or to forward loaded cars.

### "Destination" Weights

Destination weights are seldom satisfactory to the shipper when obtained at a destination other than that to which he consigned the grain. The Missouri shippers at their recent annual meeting scored the custom of receivers in some markets of selling their grain subject to weighing at an interior point where the buyer will do the weighing.

This practice of forwarding shippers grain to an interior point for weighing has always caused dissatisfaction, and Missouri shippers have complained so much of what they consider a slighting of their interests and an ignoring of their instructions, that some in attendance at the meeting were at first disposed to greet with open arms the suggestion of the State Warehouse Commissioner to have a law enacted requiring grain consigned to a Missouri terminal to be weighed in that terminal.

However, after due discussion, it was disclosed that the enactment of such a law would give the shipper no rights he did not already have, but would deprive him of the right to have his grain forwarded to an interior point for weighing, if he so desired. It is the shippers grain, and he can instruct the receiver where to weigh it if he so pleases. The general impression among the shippers was that the grain business is already cursed with too many laws and too much political regulation. The trade is anxious to be given an opportunity to conduct its own affairs, at least in a few things.

Shippers who are disposed to permit their grain to go to interior points for weighing by the buyer are entitled to more than a cent for the additional delay in settlement, and for guaranteeing the grade and weight to a second destination. The direct transfer and weighing of the grain in a terminal market should not cost more than 1/2c a bu. A four leg transfer house with sixteen shipping bins of carload capacity, so that the identity of the grain could be preserved, could make big money transferring grain from car to car at this fee. Then the shipper would receive his settlement a week earlier and be relieved of the necessity of guaranteeing anything beyond the destination to which he consigned his grain. Inasmuch as interior buyers in terminal markets are now paying at least a cent a bushel for inbound grain, they would be much better off to pay even 1/2c a bushel for transferring the grain in a terminal.

### The Elimination of Confusion and Waste.

The dominating cry of the business world for increased efficiency, comes with ever increasing repetition and emphasis. The demands of dire necessity are compelling an efficiency in the belligerent nations never before deemed possible. Many factories of Europe are being operated continuously, using three shifts of operatives, in hope of supplying the needs of the people without investing more capital, to be kept in idleness half the time. The close of the war will bring the United States face to face with a fiercer competition than we have before known.

Mr. Butler's convincing arraignment of waste and confusion in the grain business, which is reproduced in our report of the St. Joseph meeting, may point directly to the waste and confusion in your business. Regardless of your own convictions in the matter his address merits the most careful perusal of every thoughtful grain dealer who hopes for better conditions in the trade. Building elevators at stations where the total amount of grain marketed foreshadows the active employment of each elevator not more than 90 days a year, for the handling of 30,000 bushels of grain, does not make for the economical marketing of grain, and the sooner the members of the trade come to a true realization of the folly of overbuilding, the sooner will the country grain elevator operators realize a living compensation for their time and labor employed and capital invested, without taking on a long list of side lines.

Page 226 of this number bears a reproduction of an unfinished elevator at Burrton, Kans., which should never have been started, because the town was already oversupplied with grain handling facilities. Had the farmers who were deceived by the impossible promises of the crafty schemers, consulted with the grain buyers at Burrton, they would not now turn their heads with remorse as they haul grain by the uncompleted elevator for which they paid, but do not own.

However, the overbuilding of elevators at country stations is only one of the wasteful methods now in vogue in the trade. There are many others which must be eliminated, if the business is to be conducted efficiently and it is up to the members of the trade to give more serious consideration to the necessity of evolving more efficient and less wasteful methods than are now commonly in vogue. Economists everywhere seem agreed that the profits of the future must be garnered from the wasteful practices of the past, and the grain dealers to realize this fact fully will be the ones to profit most largely from the practical advances in the business methods of the day.



## Grain Inspection for Revenue Purposes.

Most of the state grain inspection departments have long made it a practice to reduce their inspection fees whenever they had accumulated a surplus in excess of the probable needs of the department. The notable exceptions to this practice are the inspection departments of Missouri and Kansas. The state warehouse commissioner, at the recent meeting of the Missouri Ass'n, showed that his heart was in the right place, by informing the dealers that he was trying to have a law enacted which would confine the receipts of the inspection department to meeting the expenses of the department. A change in the law which would permit a reduction or advance in the inspection fees as a surplus might be accumulated or exhausted by the department would surely be welcomed by the trade. In other words, he recognizes the fairness of taxing the grain shippers only what is necessary to maintain a reliable inspection service. That was all that was ever intended by the drafters of any of the state inspection laws, and all that should be tolerated.

The Kansas Inspection Department has a surplus of over \$85,000, yet the officials seem unable or at least unwilling to reduce the fees, so the Kansas grain dealers are appealing to the legislature for a law which shall reduce the fees to a figure more in keeping with the needs of the department.

Grain shippers owe it to themselves to protest vigorously, upon every occasion, against paying for double inspection or paying doubly for one inspection. The grain inspection departments of this country were not established for the purpose of producing revenue, to meet the expenses of the state government, or for the purpose of enabling politicians to levy upon the property of the grain shipper every time it crossed a state line. These expensive practices work to the direct advantage of no one particularly, but they do place an unnecessary burden upon the grain trade.

## Advertising a Grain Business.

Advertising a country grain business can be effectively and profitably conducted, if intelligently directed. The standing cards indulged by some grain dealers are all right as promoters of general publicity, but they give no information to the prospective customer that is of any advantage to him or of profit to the advertiser.

In "Letters" this number is outlined some of the advertising indulged in by a Montana elevator manager, which has the ring of true sincerity in it, and no doubt it has helped to establish closer relations between the elevator manager and his prospective customers.

An elevator company at Pilot Grove, Mo., recently sold its plant and had a large advertisement in a local newspaper, telling of the change of ownership, thanking their patrons for their past patronage, and begging the same courtesies for their successor. The following week the new owner came out with a kindly announcement, telling in what lines he would attempt to serve the public and inviting everyone to call and get prices.

The man who hides his business under a bushel will surely get the minimum of patronage, while the man who makes a sincere effort to keep all prospective customers advised of what he is prepared

to do for them, is likewise sure to obtain the maximum of patronage.

Eastern railroads are now exerting their influence to induce not only the owners of industries on their right of way, but the owners of all industries in towns along their line, to use large signs in advertising their wares. The railroads are purely selfish in the matter—they want more business and they feel that if the business men along their line will let the rest of the world know what they are prepared to do, that they will get more business. The man who keeps his business to himself gets no customers, while the man who keeps exerting himself to let the rest of the world know what he is prepared to do for it has a business which increases in direct proportion to his efforts at effective publicity.

## Tentative Rules for Grading Wheat.

The Department of Agriculture has announced its tentative basis for proposed official grain standards for wheat and twelve hearings which will be held this month in different parts of the country, to give producers of grain, millers, merchants and manufacturers an opportunity to discuss the proposed rules.

The department announces that "it is contemplated that the standards for wheat under the U. S. Grain Standards Act shall be on the basis of the grain remaining after the determination of dockage," so that all handlers of wheat must familiarize themselves with the convenient practice which has long been in vogue in the Northwest, that of docking each shipment a certain number of pounds per bushel, to allow for the foreign matter contained.

The wheat grades will be divided into seven classes, viz.: Hard Red Spring, Durum, Hard Red Winter, Soft Red Winter, Common White, White Club and Mixed. Some of these will have subclasses and all will have five numbered grades and a sample grade. The grade will be determined by the test weight per bushel, the moisture content, the percentage of wheats of other classes, the percentage of inseparable foreign material and the percentage of damaged kernels. These will be the controlling factors in the grading of each class, so the country elevator man who is careful to buy on grade will be more dependent on his moisture tester than ever before, and every wheat buyer who has any doubt about the grade of the grain offered, will first use his tester kettle.

While the grading of wheat may be considered more difficult under these rules than it has been heretofore, but when it has been graded under these rules it will be graded more accurately, and any given grade will convey a more precise understanding of exactly what is meant to dealers who are familiar with the rules everywhere. Their exactness is in direct opposition to the indefiniteness of the old time rules, which consisted principally of the word "reasonable."

The discussions will give the members of the trade of the different sections of the country an opportunity to be heard, but those who are unable to attend any of the hearings called can make their views known to the department by writing to the Chief of the Office of Markets and Rural Organization. If the grading is carried out with as much precision and exactness as laid down in the

rules, the grading of wheat in different sections of the country will surely be nearer a uniform basis than ever before.

It is expected that the department will promulgate rules governing the grading of grain before the movement of the new crop, but the time to get acquainted with the proposed rules and suggest improvements is NOW.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

St. L. & I. W. 123666 passed thru Stanwood, Ia., Feb. 7, leaking yellow corn. Reported same to C. & N. W. Ry. agt.—Jas. P. Christiansen, agt. King-Wilder Grain Co.

P. M. 31260 passed thru Midland, Mich., Jan. 31, leaking wheat at side.—A. J. Goulet, mgr. Orr Bean & Grain Co.

Grand Trunk 26088 passed thru Ft. Wayne, Ind., Jan. 30, on the Nickel Plate, loaded with yellow shelled corn, and was wrecked in the West Yard.—Kraus & Apfelbaum.

C. P. 32680 was set out at Grundy Center, Ia., Jan. 28 and pulled out Jan. 29; was leaking yellow corn badly account broken door post. My man tried to stop leak but was unable as car was pulled out.—E. E. Billings.

C. H. & D. 4115 passed thru Harrisville, Ind., Jan. 27, on C. C. C. & St. L., leaking corn at end over drawbar; car was badly bulged on sides and end.—Wm. H. Holdeman, agt. Pierce Elvtr. Co.

C. P. 36844 came into yard at Brooklyn, Ia., Jan. 27, leaking yellow corn badly. Employees of the C. R. I. & P. transferred to another car on same day.—Brooklyn Lumber & Grain Co.

S. P. 84661 was sidetracked at Stanwood, Ia., Jan. 26, loaded with yellow corn. Drawbar was pulled out. Car was repaired and sent on.—J. P. Christianson, agt. King-Wilder Grain Co.

Southern 39449 was sidetracked at Berwick, Kan., Jan. 24, leaking corn. Tag shows from Ellis, Neb., to Horton, Kan.—Joe Hartter.

I. C. 38559 passed thru Rockwell City, Ia., Jan. 24, leaking corn half way between door and end, in a steady stream. Had no chance to make repairs.—C. W. Kellogg, mgr. Rockwell City Elvtr. Co.

## Coming Conventions.

Feb. 14, 16.—Farmers Grain Dealers Ass'n of Minnesota at Minneapolis, Minn.

Feb. 21.—Michigan Hay & Grain Ass'n at Lansing, Mich.

Feb. 28, Mar. 1.—Farmers-Grain Dealers Ass'n of North Dakota at Fargo, N. D.

May 9, 10.—Illinois Grain Dealers Ass'n at Springfield, Ill.

May 29, 31.—Kansas Grain Dealers Ass'n at Kansas City, Mo.

June 19.—American Seed Trade Ass'n at Detroit, Mich.

July 24, 26.—National Hay Ass'n at Chicago, Ill.

Sept. 24, 26.—Grain Dealers National Ass'n at Buffalo, N. Y.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Advertising Your Facilities.

*Grain Dealers Journal:* A point beyond discussion is the fact that "It Pays to Advertise." However, it is a well known fact that country grain elevator operators do but little advertising. The general sentiment is that the business will come anyway and the average elevator manager waits for it. But the live wire in any business is the fellow who works on the theory that business goes where it is invited, and proceeds to invite it.

The Equity Co-op. Assn. Poplar, Montana, recently completed its new plant with Frank Stone as Manager. The first thing he did in an advertising way was to send the farmers of his territory a circular letter telling them the elevator was ready for grain and also inviting their trade. For Thanksgiving he sent all the farmers the following card which was appropriately designed:

#### THANKSGIVING GREETINGS TO YOU AND YOURS.

We are Thankful for the Harvest. That we are at peace. That we are alive, and Ten Thousand other things. Among them is the business you have given us. Come in and see us, and we'll tell you part of the other 9,999.

EQUITY CO-OPERATIVE ASS'N

Frank Stone, Mgr.

#### "STONE WANTS TO MEET YOU."

The Pullman Company which has no competition whatever in its class, inasmuch as it controls all the Pullman cars in use on our railways is now carrying on an extensive educational campaign as to its service. It is spending thousands of dollars, and mind you, spending it when it has no competition.

A few elevator operators distribute pencils, rulers, small coal shovels, etc., but a remote number ever send any thing to the trade telling about the service they stand ready to give, or the facilities of their elevator for giving it.

One of the functions of advertising is to educate the members of the trade so that you may expect them to deal with you intelligently. One of the greatest sources of grief in dealing with farmers from the elevator operators' standpoint is the fact that the farmer does not understand the grain business. He does not understand why the operator must get dockage when the grain tests it, or why the proper grade must be placed on the grain. Neither can the farmer understand many other phases of the business hence there is a broad field of educational work at the door of almost every elevator in the country.

I was talking with a farmer recently at a station where he had secured a special price of "freight off" for his wheat. The operator told him he was making this cut for his benefit. (Of course he made this price as a bait.) This farmer said that the elevator was going to handle the grain at a profit, regardless of the price that was paid. When asked how the elevator could pos-

sibly make a profit on such a basis, he replied "Oh! They'll make it somehow."

It is sadly true that the "somehow" way of getting along in the grain business is a poor chart to follow. Railroads in certain sections are dotted with such derelicts who sailed the seas of uncertainty. In fact Mr. Butler recently pointed out enough cases to fill a good sized graveyard with dead elevators.

Advertise to your trade the service you are able to render. A reasonable amount of self commendation is always permissible in advertising.—E. F. Holloran.

### Is It Any Wonder Grain Deteriorates?

*Grain Dealers Journal:* The following cars have been setting on the sidetrack here for the last two weeks, with cards on them marked "NEW CORN": P. R. No. 41938, C. N. O. & T. P. No. 16967, P. M. No. 51664, P. M. No. 40075, N. Y. C. & H. R. No. 90908, N. Y. C. & H. R. No. 84411, I. C. No. 36554, C. & A. No. 38296. With cards marked "GRAIN" the following: M. & St. L. No. 11018, K. C. S. No. 14961 and G. T. No. 19868. Is it any wonder that our grain is out of condition when it gets to its destination?—A. M. Woolley, mgr. The Farmers Elevator & Exchange Co., Mt. Cory, O.

### Automatic Changes in Inspection Fees Desired in Kansas.

*Grain Dealers Journal:* By an act of the legislature in 1911, all money received from the inspection and weighing of grain in this state was to be carried as a separate fund upon the books of the state treasurer, and is known as a revolving fund available only for the use of the inspection department and subject only to the constitutional provision of re-appropriation of said fund by the legislature at each regular session.

At this time, there is about \$82,000 in this fund and it is rumored that the chief grain inspector has recommended to the legislature in session that \$50,000 of this fund be set aside by legislative authority to constitute a revolving fund to be used in the improvement of seed planted in Kansas. He is alleged to have suggested at a meeting of grain dealers held in Hutchinson early in January of this year, that a commission be appointed by the Governor to have charge of the distribution of this fund and he, as chief grain inspector, be appointed on this committee. This would be very nice for a commission and would enable some politicians to make political medicine during the next two years at the expense of the elevator owners of the state. As you know, Kansas is now overrun with boards and commissions that represent almost everything from the color of a dog's eyes to the nails in caskets. Every dollar of this revolving fund belongs to the elevator owners of this state, as they have not charged cost of inspection to the farmer.

A bill, Senate 328 and House 444, has been introduced in the Kansas legislature providing for a reduction in the fees for inspecting grain when the amount in the revolving fund is more than \$40,000 and when the amount is reduced to \$10,000, the fee is advanced to the maximum of 65c. Section 2 of this bill provides for an increase in salary for the chief grain inspector and all deputies. Owing to the H. C. of L. and the demand for the service of competent inspectors, we believe this increase in salaries is justifiable.

Section 3 of this bill permits of only one inspection by the department at the expense of the shipper, unless re-inspection is called by either the buyer or seller.

Section 4 of the bill is an entirely new section and if enacted into law will compel the department to receive into all public elevators in the state, grain that has been previously inspected by an official inspector of another state. This will prevent double inspection at Kansas City. The sec'y of the Missouri Grain Dealers Ass'n advises me that an effort will be made to secure the enactment of a similar law in Missouri, and if this is done, it will mean a saving of 60 and 65c on every car of grain crossing state lines having first been inspected.

As the Kansas Grain Dealers Ass'n is not maintaining a lobby at the capitol members who approve of these changes should write or telephone their representatives and senators to use their influence for its enactment into law. The agricultural committee of the House has recommended the bill for passage without amendment.—E. J. Smiley, sec'y Kansas Grain Dealers Ass'n, Topeka, Kan.

### Railroads Should Be Penalized for Delayed Deliveries.

*Grain Dealers Journal:* We note with much interest that the demurrage rates in the State of Oklahoma have been advanced, effective Feb. 1st.

With all of these advances on demurrage rates, covering both State and Interstate shipments, it occurs to us that it is high time the shippers should have some recourse against the railroads and that the railroads should be penalized for holding cars in transit an undue length of time. It seems that one of the main troubles at this time is with the railroads, by not handling the equipment they have with sufficient promptness to get quick release of cars. From our own experience during the last ninety days we find by reason of this delay that shipments that should be delivered to us on different days and commodities that have been bought with that end in view, arrive in train loads, which naturally works a hardship and forces the burden of demurrage on us, through absolutely no fault of ours or the shippers but the whole fault of the transportation company, either through an indifference or lack of proper motive power.

Assuming that the privilege of holding cars has been abused, why is it not timely that there should be some arrangement whereby the railroads would be penalized for holding cars, or through inability to move cars from point of origin to destination, covering certain mileage within a certain period of time, without forcing the shipper to have to resort to courts for any measure of damages he might have to stand in this direction, and then meeting with very little success. We think it is time the shipping interest should take cognizance of this fact and urge some effort in this direction.

Following statistics, covering a few of the shipments moving to us in the last thirty or sixty days, serve to illustrate difficulties confronting us.

Shipment from Western Oklahoma en route about twenty-eight days; one twenty-two days.

Shipment from point in Western Oklahoma, about 165 miles, nineteen days. Another about 180 miles en route forty days.

Shipment en route from Kansas point



twenty-three days. Another twenty-one days.

Shipment from nearby point, about fifty miles, en route eighteen days. Another shipment from point about 80 miles distance, en route thirty days.

From the above it can readily be seen that the railroads are not the only ones that are being imposed upon, as they appear to be just about as much at fault as anyone else.—Forty years yours truly, Pittman & Harrison Co., Claremore, Okla.

## Better Elevators Needed.

*Grain Dealers Journal:* I have worked for better grain elevator facilities at this station since the reservation was opened to settlers, but without much improvement. The Bagley Elvtr. Co. has a small house here, which will hold about two cars of grain. Last fall many farmers drove six to ten miles with grain, only to find, upon arriving here, that they could not unload their wagons, so they drove their horses home and left the grain until the elevator man could get cars. This station is in great need of a modern, up-to-date elevator.—W. T. Searson, Dupree, S. D.

## Leaks.

*Grain Dealers Journal:* It has occurred to us, in connection with the Lawson Leak Investigation, that the effect of the government crop reports on the grain market is invariably fully discounted before the report is given to the public.

It is barely possible that this might be on account of the private estimates of the crop, which may be as exhaustive as those issued by the government. We believe all the charges made by Mr. Lawson are true, altho we hope they are not.

The opportunity for leakage in crop information exists, and an investigation would be very beneficial to the country at large, if it would help to prevent the subrosa circulation of information in advance of its public announcement. If there are just grounds for the suspicion that crop information does leak from the Bureau of Statistics, we believe this point should be presented to the Leak Committee when it resumes its hearing.—Yours truly, R. C. Hemphill & Co., Birmingham, Ala.

## Control of Cars.

Effective tentatively Feb. 21 and carrying out suggestions by the Interstate Commerce Commission the Car Service Commission of the American Railway Ass'n has adopted a complete schedule of rules to govern the railroads of the United States in returning cars, routing cars and charging per diem.

A com'tee of five, working with the Interstate Commerce Commission, will see to the enforcement of the agreement, which has been signed by all 250 railroads. A road diverting a foreign car must pay the owner \$5 in addition to the 75 cents per day per diem. The new rules in part, follow:

A foreign car belonging to a direct connection may be loaded (via any route) so that the home road shall participate in the

freight rate; or must be returned to the home road direct.

Note.—Where a movement of traffic, in the opinion of the carriers interested, requires the return of empties at the junction point where delivered loaded and such carriers fail to agree, an appeal may be made to the Per Diem Rules Arbitration Committee, whose decision in the matter shall be final.

A car when empty at a point of interchange with the home road must be confined to the switching territory of the holding road, and returned to the home road at such point, loaded or empty.

An empty car may be short routed to its owner at a reciprocal rate of 3½ cents per mile, plus bridge and terminal arbitraries, with a minimum of 100 miles for each road handling the car, the road requesting the movement to pay the charges.

A foreign car belonging to other than a direct connection must be delivered:

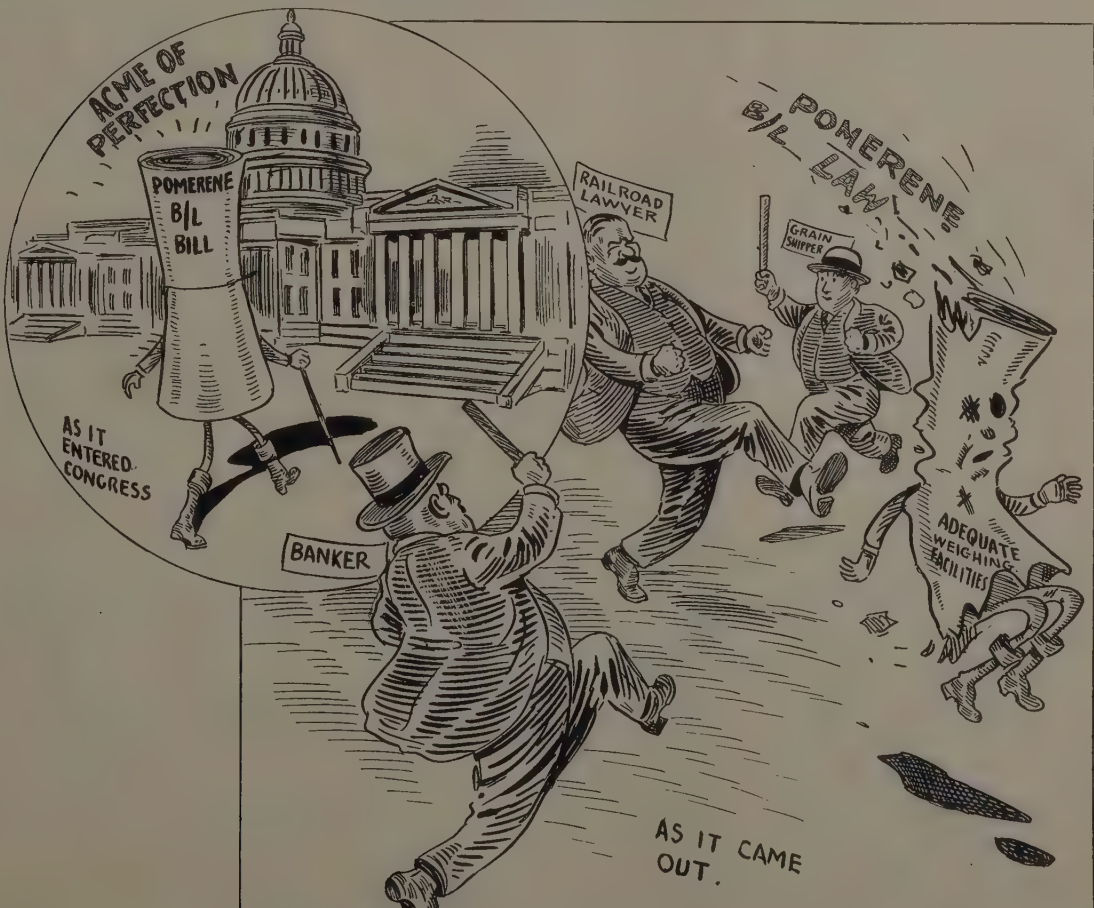
Loaded (via any route) so that the home road shall participate in the freight rate, or Loaded (via any route), to a direct connection of the home road, or

Loaded via any road to any point on a road forming a part of the home route, as evidenced by the Continuous Home Route Card.

Empty to any road on the home route, as evidenced by Continuous Home Route Card.

An empty car may be short routed to its owner or to a point on the home route, at a reciprocal rate of 3½ cents per mile, plus bridge and terminal arbitraries, with a minimum of 100 miles for each road handling the car, the road requesting the movement to pay the charges.

A SINGLE LOT of one hundred thousand bus. of wheat was purchased from the Davis brothers and father, farmers of Colfax, Wash., at an average price of \$1.50 per bushel last week by Wm. Sutherland, ag't for the Interior Warehouse Co. Check for \$150,000 was given to cover the transaction.



The Law Became Effective Jan. 1. What are You going To Do about It?

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Is This the Most Valuable Car?

*Grain Dealers Journal:* I shipped Jan. 24 Pa. car No. 35954 containing 1804 bus. wheat to Statesville Flour Mills Co., Statesville, N. C. This wheat was sold at \$2.03 per bu. and draft covering the car was \$3661.52. Is this the most valuable car of wheat?—R. S. Cochran, The Plains, Va.

### Market for Corn Cob Ashes?

*Grain Dealers Journal:* Where could we find a market for corn cob ashes?—Jas. F. Umpleby, Pana, Ill.

*Grain Dealers Journal:* I noticed an article in the Journal of Jan. 10 describing corn cob ashes as being rich in potash. I would like to get into touch with some one who can use such ashes.—Asher T. Wright, Hindsboro, Ill.

*Ans.:* Note replies to this question on page 128 of the Jan. 25 Journal. The potash is used in fertilizer and soap.

### Illinois Oral Contract Law?

*Grain Dealers Journal:* A few months ago I saw an account of a suit in the Journal involving the new law passed by the Illinois state legislature requiring all contracts upwards of \$500 to be in writing. When did this appear?—E. B. Timberlake, Chicago, Ill.

*Ans.:* Suits involving the new law have not yet come from the Supreme Court, and are not likely to for some time, as there is no question as to the construction of the law, which was fully explained on page 551 of the Apr. 10 number of the Journal.

### Shrinkage Wiped Out Storage Earnings.

*Grain Dealers Journal:* In "Asked-Answered" department of Jan. 25th Journal I note a dealer is asking for information regarding Storage in Country Elevators. A little experience I have had may not be amiss. I have charged 1c per bu. for the first month and ½c per month for the next five months, 1c for the sixth month, then ½c for the next five months, the extra ½c to cover insurance.

On Sept. 18, 1915, I stored 637 bus. oats which were sold on Feb. 1 following, 2½c storage per bushel having accrued, amounting to \$17.52. The shrinkage was 44½ bus. at 39c, amounting to \$17.35.

On Aug. 15, 1916, I stored 923 bus., which were sold Jan. 18, 1917, the storage amounting to 3c per bushel, or \$27.69. They shrank 50 bus. at 54½c per bu., amounting to \$27.25.

So you can readily see that I received the munificent sum of 17c on the first lot and 44c on the second, with the insurance to pay out of my own pocket. I also stored a car of wheat once that went bad after I took it in and it is not necessary to say who had to foot the loss. I have raised my rate to 1c per bu. per month straight and do not encourage storing, but only do it when circum-

stances seem to compel it.—Yours truly, C. A. Barnhouse, Agosta, O.

### Is Shipper Entitled to Lowest Rate?

*Grain Dealers Journal:* On shipments from Osborne, Mo., to St. Louis I am charged 11½ cents by the C., B. & Q., while the state rate is 10½ cents. On shipments to Kansas City the state rate is 6 cents and I am charged 7 cents. Am I not entitled to the lower rate?—J. T. Hughes.

### Information on Hedging.

*Grain Dealers Journal:* I have had considerable experience buying grain and operating an elevator but have had very little to do with the selling of different kinds of grain. I am desirous of securing information in regard to the kinds of grain; the hedging of grain; the most modern methods of managing an independent or farmers elevator, and also in regard to the laws affecting the grain dealer.—A. M. Iverson, Christine, N. D.

*Ans.:* Disposing of grain is easily managed by the country shipper who gets into touch with a good commission merchant in the terminal market, who can give him the information he needs from time to time as conditions change. If the shipper will visit the terminal market and state just how he is situated financially and what his facilities are the commission merchant will understand what is necessary to be done and will give explicit advice how to ship to strike the markets to the best advantage. Other information is best obtained by carefully reading an up-to-date grain journal.

### Arbitrary Cancellation of Lease on Right of Way.

*Grain Dealers Journal:* In 1899 I built a grain elevator at considerable expense and until 1913 handled practically all the grain shipped from De Kalb. While I was absent in the spring of 1913 the railroad company posted notice on the building that the lease was canceled and had the scales torn up and moved off. Since that I have been unable to do any business as the railroad has discriminated against me by refusing to set cars at the elevator.

The only excuse offered by the railroad company is that it was dangerous; yet no one got a scratch in the 14 years I operated the elevator. While there is a stipulation in the lease that the lease can be revoked at will this is the only case on record as far as I know where the railroad has asked to have a lease for elevator purposes revoked.—John McGirr, De Kalb, Ill.

*Ans.:* Unfortunately for grain shippers the courts have held that the unjust conditions in railroad leases are binding upon the occupants of the right of way. A lease may be revoked when it so reads. If other business firms under practically the same conditions are occupying the right of way and have not had their leases revoked it seems like unjust discrimination, but the lease deprives the shipper of recourse.

If cars are refused to one elevator and supplied to another house on the same switch the shipper may have a good case for a suit for damages for discrimination.

THE ILLINOIS GRAIN DEALERS ASS'N was represented at Washington recently by a delegation composed of E. M. Wayne, H. I. Baldwin and E. B. Hitchcock to appear before the Senate Committee on Interstate Commerce in regard to the amendment giving the Interstate Commerce Commission greater power in regulating car supply, and to take part in the proceedings of the Chamber of Commerce of the United States, in which the Illinois Ass'n holds membership.

### Tentative Grades for Wheat Formulated.

Under authority from Congress contained in the United States Grain Standards Act, which authorizes the Sec'y of Agriculture to promulgate official grades for grain, the U. S. Department of Agriculture, thru the Bureau of Plant Industry and the Office of Markets and Rural Organization, has completed the necessary investigations to justify the offering of a tentative basis for proposed official grain standards of the United States for wheat. To afford interested persons an opportunity to present their views in regard to the grades to be promulgated, a series of field hearings will be held in eleven cities in the United States during the month of February, to be followed by a final hearing in Washington, D. C., March 7, 1917. The dates and places of the field hearings are as follows:

Feb. 5, New Orleans, La.  
Feb. 7, Fort Worth, Tex.  
Feb. 9, Denver, Colo.  
Feb. 12, San Francisco, Cal.  
Feb. 14 and 15, Portland, Ore., Multnomah Hotel.  
Feb. 16, Seattle, Wash., Assembly Room, Chamber of Commerce.  
Feb. 17, Spokane, Wash., Assembly Room, Chamber of Commerce.  
Feb. 20, Fargo, N. D., Administration Building, Agricultural College.  
Feb. 21-22, beginning at 9:30 o'clock a. m., Minneapolis, Minn., Fifth Street Store, West Hotel.  
Feb. 23-24, beginning at 9:30 o'clock a. m., Chicago, Ill., Ft. Dearborn Hotel.  
Feb. 26-27, beginning at 9:30 o'clock a. m., Kansas City, Mo., Coates Hotel.

The final hearing will be held in Room 43 of the United States National Museum, Washington, D. C., commencing at 10:30 o'clock in the forenoon of Mar. 7, 1917, at which consideration will be given to any points which may then be brot up. Producers of grain, dealers, millers, manufacturers, bankers, warehousemen, inspectors, and other persons interested are invited to attend any of these hearings.

The tentative basis for the proposed official grain standards for wheat provides classes, subclasses and grades as follows:

Classes.	Subclasses.	Grades.
I. Hard red spring.	(a) Dark hard red spring.	Nos. 1 to 5 inclusive and sample.
	(b) Hard red spring	.... do.
II. Durum	(a) Amber	.... do.
	(b) Red	.... do.
	(c) Mixed	.... do.
III. Hard red winter.	(a) Dark hard red winter.	.... do.
	(b) Yellow hard red winter	.... do.
	(c) Hard red winter	.... do.
IV. Soft red winter.		.... do.
V. Common white.	(a) Hard white	.... do.
	(b) Soft white	.... do.
VI. White club		.... do.
VII. Mixed		.... do.

THE TOLEDO PRODUCE EXCHANGE has withdrawn from the Council of Grain Exchanges.



## Amendment of Missouri Weighing Law Needed.

In order that the weighing departments of the St. Louis Merchants' Exchange and the Kansas City Board of Trade may continue their valuable check weighing of grain arriving at that market in the interest of and as desired by country shippers it is highly desirable that the law be amended, in view of the decision of the Supreme Court of Missouri, holding the law against Exchange weighing to be constitutional.

Section 63 of the act of 1913, reads:

"It shall be unlawful for any person, corporation or association other than a duly authorized and bonded state weigher to issue any weight certificate or to issue or sign any paper or ticket purporting to be the weight of any car, wagon, sack or other packages of grain weighed at any warehouse or elevator in this state where duly appointed and qualified state weighers are stationed and in control of the scales under the provisions of this article, or to make any charge for such weighing, or purported weighing, or weight certificates, or tickets or purported weight certificates or tickets.

In court the Merchants Exchange admitted that it had a weighing department, and that such department weighs the grain coming into public elevators and warehouses in the city of St. Louis, and further that it issues certificates of weight to the parties entitled thereto, and makes charges therefor.

The court held: With the plain letter of the law before us, and the admission of respondent before us, it would be idle work to go into a detailed discussion of the question as to whether or not respondent is or is not violating this state statute. Its admission of record shows that it is not only violating the spirit, but also the letter of the statute. Its reasons for such violation are immaterial, if the statute is a valid enactment. Much of the very lengthy return is taken up with statements of reasons for the admitted violation of the law, but if the law is a valid one, the imagined necessity of its violation in the alleged interest of the grain trade in St. Louis, is wholly immaterial, and beyond the real issues.

It is suggested by able counsel that the act should be so construed as to permit the weighing and certifying of weights both by the state and the respondent. The statute will not bear such a construction. It was clearly the legislative intent to make the state the weighmaster, and to exclude others from giving weight tickets or certificates. The very purpose of the law would be thwarted in the construction sought. Of course the law in no way prohibits owners of grain from weighing their grain before it is sent to or put in a public warehouse, to the end that they may know what they have, nor does it prohibit such owners from weighing it after it is withdrawn. So that the argument that no opportunity is afforded to have evidence to refute the prima facie showing of the state certificate of weight, is without foundation. By this we do not mean that such owners may force such previous or subsequent weighing upon scales provided for by the law for the use of the state authorities. The state authorities are entitled to proceed with their work without hindrance, or interference in any respect.

We are therefore forced to conclude that the respondent should be adjudged guilty of the charges of usurpation in the information contained i. e. (1) weighing the grain of the citizens of Missouri and charging therefor, and (2)

issuing certificates of weight for grain deposited in the public warehouses and public elevators in the city of St. Louis. These things the law forbids and the respondent has no legal right to do. To this extent a judgment of ouster is entered.

## State or Federal Regulation of Intrastate Rates?

Railroads obeying the rate regulations of the Interstate Commerce Commission in the Shreveport case are attacked in the Texas State Legislature, which is considering a bill prepared by Attorney-General Looney, known as Senate bill No. 219, introduced by Senators Bailey, Lattimore and Hudspeth, the provisions of which are that if any railroad company in Texas, after Mar. 1, fails or refuses to obey any order or rate made by the Texas Railroad Commission, it shall not have the rights of acquiring right-of-way commonly known as "eminent domain," or any other rights granted it under the laws of our state, and that it shall be placed in the hands of a receiver and its charter shall be forfeited.

It is considered that this bill will force the railroad companies to abandon the application of Fonda Tariff No. 2B and again place them under the jurisdiction and control of the State Railroad Commission's orders and rates. H. B. Dorsey, sec'y of the Texas Grain Dealers Ass'n, urges that members get busy and have their friends notify their senators that they approve of this measure in retaliation of the imposition thrust upon them by the railroad companies in the Shreveport rate case by the substitution of the Fonda Tariff No. 2B for the railroad commission's tariff.

## Crop Improvement.

"RAG DOLL junior seed corn testers" are now being sent out by the Crop Improvement Com'te of the Council of Grain Exchanges. Twelve "Rag Dolls" are sent to each school that returns twelve signed pledges of farmers agreeing to treat their seed oats, barley and wheat with formaldehyde, to eradicate smut. The seed corn testing campaign will immediately follow the smut eradication campaign, which has been a great success.

THE MICHIGAN EXPERIMENT ASS'N has been reorganized under the name of the Michigan Crop Improvement Ass'n. Membership in the new organization is restricted, and only men whose grain has been inspected and certified by a representative of the college will be permitted to sell their seed thru the ass'n. It was discovered that formerly a number of farmers were selling as pure seed, grain that was below the standard required.

## Our Callers

A. C. Rynders, mgr. White Star Co., Wichita, Kan.

W. L. Finton, of the Finton Construction Co., St. Louis, Mo.

H. E. Surface, of the B. S. Constant Mfg. Co., Bloomington, Ill.

E. B. Hitchcock, sec'y Illinois Grain Dealers Ass'n, Decatur, Ill.

A. E. Reynolds, pres. Crabbs Reynolds Taylor Co., Crawfordsville, Ind.

## Carriers to Charge for Weighing.

Enforcement of the weighing clause of the Pomerene law, it seems, will be accepted by the railroad companies, as they are about to issue tariffs making a charge for the weighing service called for by the new law.

A. C. Johnson, traffic manager of the Chicago & Northwestern Ry., says: "The new B/L law specifies that where shippers furnish adequate facilities for weighing carloads, such facilities are to be used by the railroads. The use of such facilities, however, requires the employment of men to weigh the cars. Whether the railroad or the shipper is to pay for the service of such men is the point not covered by the statutes. The railroad agent signing the B/L makes the instrument negotiable, and therefore the transportation company stands back of the weights named on such B/L.

"The western railroad managers will accept this proposition to furnish men to weigh the cars, but feel that the shippers should pay for the service of such weighers. They will put in tariffs charging so much for each car weighed."

## Will Issue Clean B/L.

To give effect to the Pomerene law, the Chicago & Northwestern Ry. Co. has recently issued the following instructions to its agents:

Rule 5. Definition: A clean B/L (negotiable or non-negotiable) is one without notation "shippers' weight load or count" or words of like purport indicating that the goods were loaded by shipper and the description of them made by him.

Clean B/L for bulk freight loaded by shipper will be issued only under the following conditions:

(a) When the shipper of bulk freight has installed adequate weighing facilities consisting of track scales which are properly maintained, tested and operated.

(b) Written request shall be made by shipper at time of ordering car and carrier shall be given an opportunity to weigh the empty car after the installation of grain doors or other dunnage necessary for the loading of the car, and also an opportunity to weigh the loaded car.

(c) The kind of bulk freight shall be described in accordance with the terms of tariffs on file in relation to the particular commodity, such as wheat, corn, soft coal, hard coal, fine coal, screenings, etc.

When grain and seeds at terminal points are weighed under the jurisdiction of sworn employees of Chambers of Commerce, Boards of Trade or State Weigh Masters, notation may be made on B/L "Board of Trade Weights," or words to that effect, but such B/L will not be considered a clean B/L under the definition shown above.

Rule 6.—All freight loaded by shipper and not counted or checked by agent must be receipted for at "shipper's load and count," which notation must be made on shipping instructions or B/L and also on original waybill.

Rule 7.—Agents must not insert in Bs/L the weight of property unless it is actually weighed, or the exact weight positively known.

As not one grain elevator in a thousand is equipped with a track scale, the foregoing clause (a) should be amended to read:

"Adequate weighing facilities consisting of track scales, hopper scales or automatic scales which are properly maintained, tested and operated."

Unless the carriers voluntarily amend this clause shippers must go to the courts or commissions for an order compelling the railroads to recognize wagon, hopper and automatic scales.

IF I EMPLOYED one hundred men as country grain buyers I would see that each one received the Grain Dealers Journal each and every month. I feel that every country agent needs it.—Percy Reed, Ada, Kan.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ILLINOIS

Mill Creek, Ill., Feb. 1.—Winter wheat has been damaged by severe cold winter; will be hard to determine extent of damage until warm spring weather comes.—Scott Jordan.

Albers, Ill., Jan. 30.—Growing wheat standing fairly well with present thawing and freezing weather, will be damaged to some extent; acreage same as last year; last year wheat crop was a failure; averaged about 3 to 5 bus. per acre; oats crop was only  $\frac{1}{2}$ ; corn  $\frac{1}{2}$  crop.—Wm. Nete-meyer.

### INDIANA

Lucerne, Ind., Jan. 25.—Wheat acreage small; condition fair.—W. E. Howes, agt. O. Gandy & Co.

### IOWA

Diagonal, Ia., Feb. 2.—Crops here were very light this year.—A. Bailey.

Green Mountain, Ia., Jan. 25.—Crop conditions good; oats and corn good; wheat small.—C. R. Lynch, Farmers Elvtr. Co.

### KANSAS.

Salina, Kan., Feb. 5.—General conditions bad; about 50% crop; will need favorable spring; have never seen big wheat crop with same conditions.—C. E. Robinson Grain Co.

Salina, Kan., Feb. 5.—Conditions bad during last few days; too much freezing and thawing, with high wind blowing wheat at roots; conditions not nearly as good as 30 days ago.—M. P. Thielen.

Hutchinson, Kan., Feb. 5.—Crop conditions below normal; where last year wheat contained fly, this year it does not; continued dry cold might have destroyed fly.—Mr. Hinman, of Hinman-Yates Grain Co.

### MICHIGAN.

Lansing, Mich., Feb. 5.—Reports from 43 correspondents state wheat suffered injury during January; about 450 reports state no injury.—Coleman C. Vaughan, sec'y of state.

### MISSOURI.

Lees Summit, Mo., Jan. 31.—Wheat looks good.—Chas. F. Owen.

Bolckow, Mo., Jan. 31.—Wheat almost failure; looks poor for this year.—David Van Meter.

Agency, Mo., Jan. 31.—Early wheat good condition; average acreage; late wheat condition poor.—H. L. McClain, Agency Roller Mills.

Truesdale, Mo., Jan. 31.—Rather dry but no quick thaws and freezes so crops seem to be in fairly good condition; very little fly trouble.—A. E. Klingenberg.

### NEBRASKA

Sunol, Neb., Jan. 20.—Outlook for fall wheat in this section was never better.—Fenske Bros.

Chalco, Neb., Jan. 19.—Winter wheat does not look good.—Jesse Wight, mgr. Chalco Elvtr. Co.

Tamora, Neb., Feb. 7.—Late wheat backward entering winter; early sowing promised encouragement tho dry subsoil gone into winter. We figure that moisture fallen this winter did more good than if snow had covered parts of ground; an even amount of moisture more satisfactory.—J. Herrold, mgr. Farmers Grain & Coal Co.

### NORTH DAKOTA

Pekin, N. D., Jan. 26.—Grain yield was not heavy; quality light.—Pekin Co-operative Elvtr. Co.

Epping, N. D., Jan. 27.—Crops were poor.—H. A. Schroeder, agt. St. Anthony & Dakota Elvtr. Co.

### OKLAHOMA

Oklahoma City, Okla., Jan. 26.—Recent snows have put growing wheat crop in fine condition in this state.—E. H. Linzee, mgr. Western Grain & Brokerage Co.

Oklahoma City, Okla., Feb. 1.—Has been more fall and winter plowing than usual; much new land has been broken and the cultivated area materially enlarged; straw spreaders and other methods are being employed to place land in better productive condition for season of 1917. Growing condition of winter wheat is 80%, which is 1% below condition of one month ago and 4%

above same date a year ago; acreage to be placed under cultivation this year compared with 1916 is 104%.—Frank M. Gault, pres. State Board of Agriculture.

### SOUTH DAKOTA

Parkston, S. D., Jan. 25.—No winter wheat.—Ed Kayser, prop. South Dakota Grain Co.

### TEXAS

McKinney, Tex., Jan. 29.—Wheat is in excellent condition; acreage probably 95%; believe oats acreage will be decreased; more land will be planted to cotton.—Geo. Reinhardt, mgr. Reinhardt & Co.

Opening, High, Low and Close at Chicago since Jan. 1.





## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

### COLORADO

Haxtun, Colo., Feb. 5.—Large amount of grain here to move yet if we could get cars but this seems out of the question.—M. A. Osborn.

### INDIANA

Lucerne, Ind., Jan. 25.—Corn about all delivered.—W. E. Howes, agt. O. Gandy & Co.

### IOWA

Olin, Ia., Jan. 26.—Car situation is the worst in history, with no relief in sight.—Harry Miller.

George, Ia., Jan. 18.—Still suffering from want of cars here; have been averaging about one car per week for each elvtr.—C. J. Locker.

Gladstone, Ia., Feb. 7.—Almost impossible to get empty cars; when we do get them loaded can not get them out; have 5 loaded cars here since Jan. 25.—M. C. Rucker.

### KANSAS

Moray, Kan., Jan. 31.—Wheat all in and corn half in.—Oscar Nelson.

### MICHIGAN

Saginaw, W. S., Mich., Feb. 8.—Owing to the embargoes in effect at present our business on corn is practically at a standstill.—Hart Bros.

Lansing, Mich., Feb. 5.—The total number of bus. of wheat marketed in January at 76 mills, 82 elvtrs. and to grain dealers is 364,085 bus. The estimated total number of bus. of wheat marketed in 6 months, August-January, is 5,500,000 bus.—Coleman C. Vaughan, sec'y of state.

### MISSOURI

Lees Summit, Mo., Jan. 31.—Little corn moving.—Chas. F. Owen.

Bolckow, Mo., Jan. 31.—Not much corn shipped out; most fed.—David Van Meter.

Kahoka, Mo., Jan. 18.—Have been shipping in grain this winter instead of shipping out.—J. S. Arnold.

Sheridan, Mo., Feb. 2.—A car was set off here this week and a scoop shoveler coopered it and put in grain door intending to load it. Somehow when he came to load it next day he found it at this elvtr., filled with corn. You may imagine his surprise.—C. J. Grace, agt. Shannon Grain Co.

### NEBRASKA

Reynolds, Neb., Jan. 1.—Have not had a car for 60 days.—J. F. Gregory & Sons.

Tamora, Neb., Feb. 7.—About 15% old wheat in farmers hands.—J. Herrold, mgr. Farmers Grain & Coal Co.

Chalco, Neb., Jan. 19.—Are paying \$1.87 for wheat, 90c for corn and 50c for oats; our elvtr. is almost full at present time and can not get any cars; only about 20% grain in farmers hands now.—Jesse Wight, mgr. Chalco Elvtr. Co.

### NORTH DAKOTA

Pekin, N. D., Jan. 26.—Amount of grain handled this year will be small.—Pekin Co-operative Elvtr. Co.

### OHIO

Portsmouth, O., Feb. 5.—Corn in Scioto Valley about 5% of normal crop and is about all in the market.—T. G. Jewett & Sons.

Sidney, O., Feb. 9.—Grain business is quiet owing to scarcity of cars and difficulty in making shipments on account of embargoes.—E. T. Custer-broder & Co.

### OKLAHOMA

Oklahoma City, Okla., Jan. 26.—Car situation has been considerably relieved during last 5 weeks.—E. H. Linzee.

Oklahoma City, Okla., Feb. 1.—About 38% corn, 7% wheat, and 23% oats still in farmers hands, having consumed and marketed during January as follows: corn 13%, wheat 3% and oats 4%.—Frank M. Gault, pres. State Board of Agriculture.

### SOUTH DAKOTA

Parkston, S. D., Jan. 25.—Not over 10% wheat in farmers hands; between 15 and 20% oats and corn.—Ed Kayser, prop. South Dakota Grain Co.

## Rye Movement in January.

Receipts and shipments of rye at the various markets during January, 1917, compared with January, 1916, were in bushels, as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Baltimore	1,207,248	1,592,420	975,090	1,050,851
Chicago	433,000	533,000	361,000	516,000
Minneapolis	287,190	404,920	301,590	382,430
Duluth	204,529	58,024	12,615	82,600
Milwaukee	215,940	277,300	114,201	297,770
Cincinnati	95,055	81,829	15,320	26,950
Omaha	78,100	92,400	134,000	170,000
Kansas City	70,400	32,800	12,100	29,000
St. Louis	67,100	116,700	50,200	102,500
New York	48,750	26,250	65,410	226,835
Detroit	14,000	50,000	7,000	7,000
Toledo	8,500	7,000	4,000	9,000
Indianapolis	3,000	8,000	9,000	4,000

## Barley Movement in January.

Receipts and shipments of barley at the various markets during January, 1917, compared with January, 1916, were in bushels, as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Chicago	2,528,000	4,478,000	609,000	1,662,000
Milwaukee	1,881,940	1,928,940	445,508	776,911
New York	1,855,000	1,088,725	1,102,966	1,102,966
Minneapolis	1,705,790	2,982,150	1,560,700	3,542,430
Baltimore	453,365	1,461,161	0,880	1,374,073
Winnipeg	347,100	419,850	.....	.....
Duluth	271,108	299,578	40,295	495,426
St. Louis	123,800	176,000	4,800	38,730
Omaha	123,200	110,600	79,000	60,000
Kansas City	76,500	382,500	105,300	345,500
Cincinnati	34,590	114,017	68	1,737
San Francisco	.....	.....	.....	.....
(tons)	17,802	13,708	.....	.....
Toledo	1,000	1,000	.....	.....
New Orleans	.....	.....	198,397	.....

## Daily Closing Prices.

The closing prices for wheat and corn for May delivery at the following markets for the past two weeks have been as follows:

MAY WHEAT.													
	Jan. 25.	Jan. 26.	Jan. 27.	Jan. 28.	Jan. 29.	Jan. 30.	Jan. 31.	Feb. 1.	Feb. 2.	Feb. 3.	Feb. 4.	Feb. 5.	Feb. 6.
Chicago	184 1/2	181 1/2	175 1/2	171 1/2	175 1/2	171 1/2	163 1/2	160 1/2	167 1/2	174 1/2	173 1/2	169 1/2	169 1/2
Minneapolis	186 1/2	182 1/2	177 1/2	174 1/2	179 1/2	176 1/2	166 1/2	165 1/2	171 1/2	176 1/2	173 1/2	173 1/2	173 1/2
Duluth	186 1/2	182 1/2	176 1/2	173 1/2	179 1/2	176 1/2	165 1/2	165 1/2	171 1/2	176 1/2	173 1/2	173 1/2	173 1/2
Omaha	182 1/2	178 1/2	172 1/2	169 1/2	172 1/2	168 1/2	169 1/2	168 1/2	164 1/2	171 1/2	170 1/2	167 1/2	167 1/2
St. Louis	184 1/2	181 1/2	175 1/2	172 1/2	175 1/2	171 1/2	163 1/2	161 1/2	168 1/2	174 1/2	173 1/2	170 1/2	170 1/2
Kansas City	181 1/2	177 1/2	172 1/2	168 1/2	172 1/2	168 1/2	160 1/2	158 1/2	167 1/2	172 1/2	171 1/2	168 1/2	168 1/2
Milwaukee	184 1/2	181 1/2	175 1/2	171 1/2	175 1/2	171 1/2	163 1/2	161 1/2	168 1/2	174 1/2	173 1/2	170 1/2	168 1/2
Toledo	195 1/2	192 1/2	187 1/2	183 1/2	187 1/2	183 1/2	175 1/2	173 1/2	180 1/2	187 1/2	187 1/2	183 1/2	183 1/2
*Baltimore	204	199 1/2	193 1/2	189 1/2	191 1/2	188 1/2	175 1/2	176 1/2	183 1/2	187 1/2	197 1/2	184 1/2	182 1/2
Winnipeg	184 1/2	179 1/2	174 1/2	171 1/2	175 1/2	172 1/2	162 1/2	163 1/2	169 1/2	173 1/2	173 1/2	170 1/2	169 1/2
MAY CORN.													
	Jan. 25.	Jan. 26.	Jan. 27.	Jan. 28.	Jan. 29.	Jan. 30.	Jan. 31.	Feb. 1.	Feb. 2.	Feb. 3.	Feb. 4.	Feb. 5.	Feb. 6.
Chicago	102 1/2	101 1/2	100 1/2	99 1/2	100 1/2	99 1/2	96 1/2	96 1/2	98 1/2	100 1/2	100 1/2	101 1/2	101 1/2
Kansas City	99 1/2	99 1/2	97 1/2	96 1/2	97 1/2	97 1/2	94 1/2	94 1/2	95 1/2	97 1/2	98 1/2	98 1/2	99 1/2
St. Louis	102 1/2	102 1/2	101 1/2	99 1/2	101 1/2	100 1/2	97 1/2	97 1/2	98 1/2	100 1/2	101 1/2	101 1/2	102 1/2
Omaha	99 1/2	98 1/2	96 1/2	95 1/2	96 1/2	95 1/2	93 1/2	93 1/2	94 1/2	96 1/2	97 1/2	97 1/2	97 1/2

\*Spot No. 2 Red Western.

## Exports of Grain Weekly.

	Wheat.		Oats.		
	1916.	1915.	1916.	1915.	
July 4, '14, to July 3, '15:	314,473,000	192,348,000	101,585,000	17,702,000	
July 3, '15, to July 1, '16:	356,038,000	303,441,000	126,709,000	101,626,000	
July 8: 7,071,000	1,890,000	2,570,000	2,410,000		
July 15: 7,963,000	2,049,000	4,290,000	2,329,000		
July 22: 8,327,000	1,548,000	3,411,000	2,680,000		
July 29: 6,891,000	3,809,000	3,065,000	1,846,000		
Aug. 5: 7,032,000	1,971,000	3,881,000	1,382,000		
Aug. 12: 5,782,000	3,841,000	4,403,000	697,000		
Aug. 19: 5,813,000	3,100,000	4,180,000	397,000		
Aug. 26: 7,316,000	4,302,000	3,447,000	290,000		
Sept. 3: 3,779,000	5,317,000	2,357,000	1,700,000		
Sept. 9: 6,041,000	4,788,000	1,640,000	761,000		
Sept. 23: 5,402,000	5,753,000	1,943,000	1,092,000		
Sept. 30: 7,760,000	7,467,000	917,000	1,853,000		
Oct. 7: 8,894,000	10,030,000	1,642,000	726,000		
Oct. 14: 8,314,000	8,764,000	2,025,000	2,827,000		
Oct. 21: 214,329,000	8,985,000	2,897,000	1,056,000		
Oct. 28: 4,478,000	8,744,000	1,752,000	1,814,000		
Nov. 4: 5,235,000	8,963,000	893,000	1,905,000		
Nov. 11: 4,481,000	10,496,000	1,241,000	1,039,000		
Nov. 18: 4,575,000	7,614,000	1,987,000	1,688,000		
Nov. 25: 2,008,000	8,782,000	2,187,000	2,226,000		
Dec. 2: 2,076,000	9,411,000	1,108,000	2,264,000		
Dec. 9: 3,339,000	8,484,000	2,080,000	2,196,000		
Dec. 16: 4,508,000	8,721,000	2,533,000	1,293,000		
Dec. 23: 2,939,000	5,755,000	1,094,000	2,070,000		
Dec. 30: 3,888,000	7,256,000	1,584,000	2,192,000		
Jan. 6: 6,064,000	8,322,000	1,492,000	1,308,000		
Jan. 13: 4,930,000	7,680,000	1,656,000	2,095,000		
Jan. 20: 4,861,000	7,247,000	3,222,000	1,568,000		
Jan. 27: 3,383,000	7,020,000	1,838,000	1,946,000		
Feb. 3: 5,511,000	8,375,000	1,960,000	1,811,000		
Total	180,755,000	202,957,000	70,576,000	48,185,000	

## Wheat Movement in January.

Receipts and shipments of wheat at the various markets during January, 1917, compared with January, 1916, were in bushels, as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
New York	7,759,800	12,946,180	.....	.....
Minneapolis	7,457,370	8,886,810	2,330,740	3,020,670
Winnipeg	6,913,800	10,142,400	.....	.....
Kansas City	4,084,500	6,030,000	3,338,250	5,474,250
St. Louis	3,775,476	5,989,265	2,763,900	3,000,330
Chicago	3,477,000	7,038,000	2,380,000	5,249,000
Baltimore	2,718,361	5,248,995	4,048,815	5,437,465
Omaha	2,437,200	2,986,800	2,073,600	2,446,800
Duluth	1,660,782	5,490,495	437,435	931,463
Milwaukee	728,875	771,250	737,136	965,405
Toledo	423,800	688,000	100,000	391,400
Cincinnati	300,707	758,868	316,219	543,649
Detroit	210,000	200,000	106,600	191,000
Indianapolis	123,000	168,000	24,000	67,000
San Francisco	.....	.....	.....	.....
(tons)	8,439	11,043	.....	.....
Galveston	.....	.....	.....	.....
New Orleans	.....	.....	3,052,690	2,468,935

## Corn Movement in January.

Receipts and shipments of corn at the various markets during January, 1917, compared with January, 1916, were in bushels, as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Chicago	11,054,000	11,953,000	4,369,000	4,442,000
Indianapolis	4,146,000	2,314,000	1,918,000	839,000
Baltimore	3,706,478	2,548,923	3,150,504	1,806,087
St. Louis	3,187,200	1,881,200	1,667,300	564,820
Omaha	2,698,500	3,470,400	1,879,900	2,777,500
New York	1,804,800	282,100	1,817,900	169,400
Milwaukee	1,811,000	1,603,000	468,850	525,290
Minneapolis	1,723,130	743,120	1,048,890	412,190
Kan. City	1,232,500	3,570,000	867,500	1,561,250
Cincinnati	1,165,973	840,748	586,711	297,909</

### A Co-operative Fiasco.

One of the most promising schemes for doing away with the middleman ever launched in the West is that which was successfully promoted by Dr. Ball under the name of the Ball Mfg. Co., to operate a chain of stores at Carthage, Rayville and Springfield, Mo.; Laverne, Okla., and Great Bend, Greensburg, Hutchinson, Larned, Pratt, Plains and Salina, Kan., and a line of country grain elevators at Shipton, Anthony, Alexander, Burrton and Garden City, Kan., and Drummond, Okla.

The buyer of \$250 worth of stock was given what was called a "purchasing pass," entitling him to buy groceries, hardware and dry goods at any of the several stores at cost. Of the money paid for the stock 49 per cent went to the company and 51 per cent to Dr. Ball, so that the latter always had control.

Subscriptions for stock were solicited from farmers who were told that the company could get 5 to 8 cents per bushel more for their wheat than the local dealers were paying, if sufficient stock was taken to enable the company to erect an elevator. Stock in the company sold like hot cakes, for who would let pass an opportunity to buy everything he needed at cost when it cost only \$250 to be let in on the good thing? And the farmer who hauled in 3,000 bus. of wheat and saved 8 cents per bushel, or \$240, saw where he could get his \$100 subscription to the stock back twice over in a single year.

At Burrton, Kan., the farmers subscribed freely, enough money to build the 15,000-bu. elevator shown in the engravings; but as fast as the money was taken in it was used elsewhere. In order to finish the plant the company put a mortgage on the land for \$2,500, and even at that little or nothing was paid for the material and the labor furnished by the contractor. When the mortgage was filed the builder and the lumber dealer took alarm and sought to secure themselves.

The unfinished elevator stands as a monument to the greed of the farmer and the promoter's shrewd judgment of human nature. The building is barely enclosed. The windows are not in. Some of the machinery has arrived and is lying here and there in the building, not one machine in place. The driveway approaches have not been graded; no grain can be taken in or out.

On an average there are about 120 to 130 cars of grain shipped out of Burrton

annually, which is a small town of about 700 inhabitants on the main line of the Atchison, Topeka & Santa Fe, about 12 miles east of Hutchinson and 30 miles north of Wichita. Two elevators and one mill and elevator are now operated by three different firms, affording facilities more than adequate for handling the grain offered. The construction of the fourth elevator by the Ball Mfg. Co. was an economic crime.

The last chapter in the checkered career of the Ball Mfg. Co. will be written Feb. 23 at Kansas City by the Referee in Bankruptcy, Wm. B. C. Brown, who will then offer for sale by auction all the tangible assets of the defunct concern valued at \$62,986. The liabilities are said to exceed \$73,000. A grain dealer who has watched the operations of the company closely hazards the opinion that even if the sale realizes enough to pay the debts, there will not be enough left to buy each stockholder a ham sandwich.

THE "PLUGGING" system of inspecting hay is being tried at Cincinnati on the shipments received over the Big Four Railroad, as the result of investigations made by J. E. Collins, Jr., in other markets. If the improved method is successful it will be extended to cover all receipts.

A CURIOUS EFFECT of bin burned oats has been noted in the grain elevator at Gilman, Ill. The oats had been put in wet and caked together solidly. It was observed on taking out the oats that the iron rods forming a ladder in the bin had been deeply corroded or rusted so that they were less than one-half of their original diameter. Whether this extraordinary corrosion was due to an acid generated by the decay of the oats or to ordinary rusting stimulated by heat and moisture has not been determined.

A DEFICIENCY is demonstrable in the diets of most pellagrins. This deficiency appears to result from the too exclusive use of wheat flour, in association with corn meal, salt meats, and canned goods, foods that are known to be deficient in vitamins. Changes in the diet of the people of the South have occurred during the past 10 or 15 years. Since . . . [all the changes that have occurred are not known and the importance of the known changes cannot be judged accurately], it is unscientific to assume that the recent increase in pellagra cannot be due to such changes.—E. B. Vedder in Arch. Int. Med.

### England and American Farming Methods.

BY MELVIN RYDER.

The War Workers' National Committee is urging a program in England that includes the cultivation of four million more acres at present in parks and lawns. Their plans provide that,

"The Board of Agriculture should take over the 4,000,000 acres of land at present abandoned to grass and fallow, including private parks, to obtain machinery, fertilizers, etc., from abroad, if necessary, or a civilian body of mobile labor, including German prisoners, to plough and sow the necessary acreage, make similar arrangements for the cultivation and bringing of the crops to market at a price permitting the four-pound loaf to be retailed at not more than 6d, and empower the local authorities to utilize idle land for potatoes and other vegetables."

The case in England is another illustration that necessity is not only the Mother of Invention but also of intensified farming. Ever since the war began, strenuous and successful efforts have been made by the different countries to increase their production per acre and the number of acres under cultivation.

The situation in America is somewhat similar to that in England before the war began, but the American farmers have never adopted such intensive methods as the English farmers. Today more intensive methods are needed, from the standpoint of the demand for farm products and the need of more per acre to pay costs of growing crops.

The grain dealer's opportunity in every community is to assist his customers to obtain larger yields and produce crops at lower cost per bushel. The prosperity of the dealer depends upon the prosperity of the farmers in that community.

Everything that means more money for the farmer should be encouraged. Good seed, proper cultural methods, the use of labor saving machinery of all kinds from tractors and threshing machines down, fertilizers and fertilizer distributing machinery are among the needs of the farmer to cut down the costs of production. Trade can be built up quickly by the dealer who does such extension work in the interests of better farming in the community. Join in building up the farming in your community and you will be building up your business at the same time.



Two Views of an Un-Needed Burrton, Kan., Elevator, Which the Farmers Paid for but Do Not Own.



# Missouri Dealers Hold Big Meeting at St. Joseph

The Third Annual Convention of the Missouri Grain Dealers Ass'n was called to order by Pres. J. L. Frederick in the Banquet Hall of the Robidoux Hotel, St. Joseph, Tuesday morning, Jan. 30.

The Invocation was delivered by the Rev. J. E. Dillard.

The Mayor, Elliott W. Marshall, welcomed the dealers to St. Joseph and asked the cooperation of everyone to help to build up the St. Joseph market to even greater business than yet attained.

F. R. Warrick, Pres. of the St. Joseph Grain Exchange welcomed the dealers and asked the co-operation of the State Ass'n in building a bigger business for St. Joseph. He asked that all make an effort to meet and get acquainted with all of the St. Joseph dealers.

J. O. Ballard, Pres. of the St. Louis Merchants' Exchange in responding for the Ass'n thanked the speakers for their words of welcome. He congratulated the St. Joseph dealers on the rapid growth of their business and wished them still greater development. He asked the co-operation of the entire trade in the up-building of the Ass'n to the end that grain trade conditions thruout the state might be greatly improved.

J. A. Gunnell read the following report of the Secretary:

## Secretary's Annual Report.

We are pleased to report that the Ass'n has had a steady growth during the past year notwithstanding that taking the State of Missouri as a whole we have raised one of the smallest crops of grain grown within the State for many years.

By growth we do not desire to refer alone to our increase in membership which has been quite steady but we call your attention to our rapidly increasing influence as one of the leading commercial organizations of the country. Until the past year our activities have been confined principally to conditions within the borders of our own State as we were considered too much of an infant to exert much of an influence in National as well as State interests. During the past year because of many important bills before the National Congress and the many transportation questions being brought before the Interstate Commerce Commission we have been called upon frequently to use our influence for the benefit of the entire trade. We have responded to every call and have done the best we could at all times to promote important legislation in Congress and to guard the interests of the Grain Trade before the Interstate Commerce Commission. We find that by the co-operation of the different State organizations with the National organization a great amount of good can be accomplished for the entire trade.

While we have broadened our field of work we have not overlooked the many knotty problems with which we have had to contend in our own State.

Generally speaking, the past year has been one of constant activity. All of our efforts have not been crowned with success but we believe the grain and milling trade of the State is in a much better position to guard their interests than they have ever been in the past.

The membership of the Ass'n has not shown as large an increase the past year as the preceding one but the shrinkage has been smaller. We have received 31 new applications and have had 12 resignations. Our membership at the present time is 304.

A number of important firms in the State for some reason have not yet united with the Ass'n and we want to urge our members at this time to assist in securing their application. With reference to our financial condition we can not boast of any large surplus but submit the following:

Balance on hand Jan. 20, 1916.....	\$ 524.24
Dues collected.....	3,183.85
Advertising collected.....	540.00
Miscellaneous collections.....	205.74
Money borrowed.....	200.00

Total.....	\$4,653.83
Expenditures:	
Secretary's salary.....	\$1,868.85
Stenographer's salary.....	383.00
Secretary's traveling expense.....	523.18
Other traveling expense.....	99.95
Convention expense, 1916.....	90.85
Borrowed money repaid.....	201.91
Rent.....	90.00
Printing of directory, 1916.....	200.00
Printing, postage and office supplies.....	557.34
Payment of old account.....	100.00
Refund.....	7.00

Total.....	\$4,122.08
Balance on hand Jan. 27, 1917.....	531.75
Outstanding dues.....	831.00
Outstanding advertising.....	1,230.00

Total.....	\$2,592.75
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**Meetings:** During the past year we have held local meetings in nearly every section of the State which with few exceptions have been well attended. At these meetings a large number of subjects of local interest were taken up and discussed and passed upon and were generally satisfactory to the dealers.

In conclusion permit me to say I regret because of business connections it will be impossible for me to be an applicant for re-election. This I presume will not be a disappointment to our members. However, I wish to state I have enjoyed the Ass'n work for the past two years and greatly appreciate the co-operation and assistance I have received thruout the State and will always stand ready to do what little I can to promote the general interest of the Ass'n.

A number of important questions must be considered by the Ass'n at this meeting such as the car shortage situation, the United States Grain Standards Act, the proposed advance in freight rates, the temporary advance in demurrage rates, pending Federal Legislation, supervision of weights at two of our large terminal markets which has been questioned by the Courts and last but not least the Legislature of Missouri being in session I believe it is an opportune time to make an effort to secure some needed legislation for the benefit of the grain and milling trade. The scale inspection law similar to the one now effective in Iowa has been discussed; the reciprocal demurrage bill has also been considered; a bill to eliminate the double inspection fee now being charged at Kansas City has been suggested. I believe that the Ass'n should get busy at this Convention and exert its influence to secure at least a part of these needed reforms.

President J. L. Frederick thanked the dealers for honoring St. Joseph with their annual meeting and appointed the following Com'tes:

Resolutions: J. D. Mead, Ft. Scott; Eugene Smith, St. Louis, and J. J. Culp, Warrensburg.

Auditing: E. C. Harter, Sedalia; E. Picker, St. Louis; A. G. Sullivan, Nevada.

Adjourned.

## Tuesday Afternoon Session.

President Frederick called the meeting to order at 2 p. m. and introduced the Hon. Chas. D. Morris, who addressed the convention in the place of the Governor. He spoke of the state's biennial mania for legislation, and said Missouri had progressed so far as the individuals are concerned, but is very backward, being 22nd in the list of states as to its schools and 17th in the matter of roads. Our Governor went to Jefferson fully determined to give the state a clean progressive administration, but at the start he is confronted by a deficit of \$2,000,000 and improvements planned

and authorized which will cause even a greater deficit. The Governor has proposed a tax on business, which will place the burden on a class of citizens who are already paying more than their share of the taxes. I claim it is not fair, it is not equitable. We need a new state constitution, we have outgrown the old one, which blocks our progress. I believe the cities of Missouri should be set free, to run their own improvements.

V. E. Butler, director of the Grain Dealers Fire Insurance Co., Indianapolis, addressed the meeting on "What Can Be Done to Make Trade Rules of Terminal Markets More Uniform?" from which we take the following:

## Uniform Terminal Market Rules.

Sharp competition for markets has forced margins of profits to an extremely low point, and those now engaging in business no longer control the conditions under which they operate their business or perform their labor.

Everybody is more or less familiar with the fact that improved methods and large scale production that has been perfected in the recent past, did up until the beginning of the present war bring a great reduction in the price of most manufactured articles. This has been brought about through greater efficiency of man power, aided by the inventive genius who perfected machinery to increase the unit of production at greatly reduced cost. This has been especially true in regard to the cost of handling a bushel of grain, but it has not been true in regard to the cost of producing a bushel of grain as compared to the cost of producing manufactured articles.

**Speeding up.**—We, as a people, have been speeding up in manufacturing, mining, transportation and government, and from statistics it has been ascertained that in 1910 we paid for manufacturing five times as much as we did in 1870; seven times more for mining; four times more for transportation, and for government, in all of its divisions, six times more. But on the reverse side of this speeding up we find that the quantity of farm land under cultivation has not kept pace with the growth of population, and that production has, on the average, only shown a very small increase. For instance, the yield in 1887 was 18.7/10 bushels per acre for the six principal cereals of wheat, corn, oats, rye, barley and buckwheat. In 1914 this average yield was 24 bushels per acre. In 1915 it was equally as large, but that of 1916 has undoubtedly dropped back close to the 1887 average.

It has been shown by the statement of last year's business of the four large packing companies of the country that their net profits was 3.37% on their total sales. One company reported that 80c of every \$1.00 received for products went back to the producer.

Professor L. D. H. Wells, Professor of Business Administration of Yale University, makes the statement that from the investigation of the marketing of wheat in the State of Minnesota, that the farmer received 83% of the price paid for flour made out of his bushel of wheat, and 90% of the price paid for his bushel of wheat by the Minneapolis miller, and it is said that many of the flour mills of the country are doing business at a net profit of 7c to 10c per barrel of production.

I use the packing and milling industries as an illustration of the small unit of net profit necessary to maintain a successful business, providing the business management is highly efficient and the waste of property, time, labor and money are reduced to the lowest point consistent with good business management.

Large fortunes have been made in these two industries and, for that reason, much criticism has been made in regard to their methods of doing business. However, their success has been due entirely to speeding up production, utilizing waste, and accepting less profit on the unit of production.

The same road is open to the producers of this country, when they awaken to the fact that every idle or wastefully tilled acre of land represents a money loss to them. When ways are found to utilize the waste energy of man-power on the farm, so that farm labor can be had on the same basis of the country and held there in competition with the demands from labor in other industries.

Here lies the problem of the country grain dealers. There is too much waste energy in the grain business, due to the lack of volume. Ways must be found to keep the expensive plant of the country



dealer working 300 days in the year, where it now only works 150 days. Ways must be found to develop a greater efficiency of man-power in the business, so that he too may have employment the full 300 days of each year.

We find a parallel condition in farming and the country grain business. The problems of one are the problems of the other, and these problems should draw these two businesses very close together. Waste energy is a handicap of the farming industry, and is also a handicap of the country grain dealer. What both industries need is "speeding up." How can it be done? That is the question to be solved.

Let me tell you the story of one country grain dealer who has solved the problem. Many years ago, a business was established by the father of the present owner. At that time there was a large territory from which to draw business and the little surplus produced by the farmers in the territory made a large volume of business. As time went on, the territory was cut down by the building of railroads and the establishment of other towns. When the business was passed on from father to son, there was not much to it but the name, and what little grain business there was, was gradually growing less.

The son was at the forks of the road where he must find ways and means to go on or retire. He did not like to give up and say he had met his Waterloo, so he set himself the task of analyzing the business and the community, and through this study he began to see where he could use some of his spare time in creating a demand for products he could handle that would be of benefit to the community. He developed the idea in a small way and it proved to be such a success that he found other ways to develop the community, and as that public spirit developed in himself, he found his business was developing accordingly.

Finally, the demands became so great that he built a store, with a plate glass front, where he could display the products he had for sale. He became authority on feeding values of different animal rations. He had a hobby for good seed. He became interested in the country agricultural agent movement and, finally, organized an Association to maintain such an agent. After two years the authorities became interested and took hold of the work, and today he lives in one of the best counties in his State and his business has grown beyond his fondest dreams. He now employs four or five men throughout the year.

All this came about because he found a way to utilize man-power, money-power and property-power and wipe out the waste and confusion in his business. As a result of this man's energies, the farmers have "speeded up" production, and he has "speeded up" volume in his business.

Is the story of interest to you? Have you a condition in your business that needs study? Is it possible for you to "speed up" in your community? You men in the country grain business are vitally interested in such questions and should be the determining factor in the right settlement of them in your communities. You can be, if you will give to your business the thought necessary to bring results and when you do, you will find "confusion" out of your business and bring LASTING BENEFICIAL RESULTS TO THE COUNTRY AT LARGE.

If this reasoning is sound, then the business of supplying our wants should be carried on by distributing business enterprises in such a manner that the exchange of products and service with each other can be consummated at the least possible cost and with the least confusion.

A lesson can be learned by the grain dealers from the experience of the industries named, and the quicker we begin the study, the quicker we will begin to solve the problems that confront the trade at present, and the more able we will be to meet the changing conditions of the future.

If we are going to lessen the cost of handling grain, we must eliminate "confusion," for any element of business that is subject to confusion constitutes a hazard for which a charge must be made, for business cannot assume risks without being paid for assuming them. For this reason, some years ago, men then engaged in the grain business decided that the "confusion" in the grades of grain was costing the producer, the dealer, and the consumer too much, and a movement was started to establish uniform grades.

Some years later, the "confusion" in the rights of shippers, under the Bill of Lading in use by the Railroad Companies, led to a movement to procure what is known

as the "clean Bill of Lading," and today we have in theory both efforts consummated to the satisfaction of the trade.

These two important steps to simplify trading in grain has taken the united support of the trade in general and the best efforts of the Grain Dealers' National Assn assisted by the State assns, but they had to go to Congress for laws to govern questions that should have been settled among those interested. Is it to be wondered at that when questions arise in business practice that those advocating changes, turn to government for regulation?

Some one has said that those entering business must "play the game as they find it, or get out." This does not hold true with some in the grain business, for there are those who will not "play the game as they found it, and they will not get out." They are the ones who bring conditions looking toward the upbuilding of the business they are engaged in by doing away with the confusion in business. The question of Uniform Rules at Terminal Markets should be of interest to all shippers, but to the country dealers they are of great importance, as there can be no good reason why a shipper to any market should not be informed of the conditions under which his shipments will be handled, and I believe that every shipper in the shipping business agrees that rights of shippers should be the same in all markets, so that commercial transactions between members of the Exchanges and non-members would be governed by rules that would give the non-members equal rights in the disposal of their property.

There is a semblance of uniformity in the rules of the Exchanges, but not exact uniformity in so far as to specifically define the rights of non-members.

It would hardly be right for you as country shippers to ask for uniform rules governing transactions between members of Exchanges, but it is right that you ask for uniform rules governing your transactions with members of the Exchanges, and for rules that will give you proper protection within given limits, so that your rights in all matters of business transacted with members may be safeguarded.

The questions that you are interested in are arbitration, diversion of property, interest on advances, reporting of sales, principal, agent, and subsidiary companies, settlement of over and under deliveries, re-inspections, to arrive sales, seal records, car conditions, time of payment for grain, and authorization of contracts of corporations and co-partnerships.

The guarantee of grades for an indefinite length of time should not be demanded by receivers as it is in some markets. The length of time covering the guarantee should be regulated by the grade of grain and the lower grades should carry a shorter time of guarantee than the better grades.

Consigned grain should allow every privilege for the buyer to ascertain its quality, etc., as it is placed on the open market for sale with no special contract between buyer or seller, having been entered into before its shipment to the market, and longer period of time should be granted for reinspection on account of the unknown relationships between buyer and seller.

On grains sold "to arrive" at any Terminal Market within any given length of time, where the basis of trades are made, subject to inspection of the market, or on grains sold "to arrive" on the basis of type samples the shipper should not be required to guarantee grades beyond 24 hours from the time of its inspection, as he has complied with his part of the contract when he has made deliveries to the market designated with grain of the quality called for in his contract. The weighing of said grain is incidental, and has only to do with the final settlement of the contract. The shipment of such grain is covered by specific contract and the relationship between buyer and seller is a known element in the trade.

The practice of "plugging" cars should be stopped and penalties severe enough to put an end to it should be enforced at all terminal markets. The buyer of grain is entitled to receive such grade as he bargains for. However, the deciding factor in determining such questions should be some disinterested sampling department at the terminal.

In these times of car shortage and the resulting congestion at all points the shipper is liable to load cars too full for thorough inspection, and such cars so loaded should be given preference in unloading, so that thorough inspection can be made as soon as possible.

All "sample grades" of grain should be handled in one of two specific ways. First, sold subject to re-inspection within 24 hours; or, second, sold at a price not subject to re-inspection at any time. Such grain is usually bought from the standpoint

of speculation on the part of the buyers as to what use he can make of it, and the shipper should not be compelled to assume any part of the buyer's speculative interest after purchase.

**Destination Weights.** The shipper of grain should have absolute control of his property and should determine where it should be weighed. However, he should not object to the weights of any recognized Board of Trade, State or disinterested weighing Department, and if grain is diverted from points where such weights cannot be given, such diversion should be made only after he has given his consent in writing. It is now the practice of some markets to allow such diversion, without consent of the shipper, and they compel him to accept settlement upon such weights as they may furnish. The reordering of a car after its first order should constitute acceptance and relieve the original shipper from any liability of deterioration, etc.

**Car Record:** All terminal markets should furnish a diagram inspection report of each car of grain received by or shipped from the terminal, showing condition of car and seal record, also any report of any apparent recent repairs made on the car and, if possible, the length of its delay at terminals on bad order tracks. The loss sustained through leakage and delay of cars is great and the Exchange should furnish all the evidence it can upon which a claim can be based.

**Arbitration:** All Exchanges recognize the right of arbitration between members, but many of them have no provision whereby a non-member can arbitrate any question arising from a transaction within the market. There should be provision made in all markets to arbitrate all questions between members and non-members incident to the purchase or sale of any commodity when the trade is made on a basis of weights, grades or terms established by rule of the market, or any trade made between a non-member and a member regardless of where delivery of property is made. The fees for such arbitration should be the same to both parties to the dispute.

**Principal and Agent:** It is the intent and purpose of all terminal markets that they be open and broad, and I believe they are. However, there has been much complaint by members of Exchanges acting as principal and agent in transactions thereby receiving double commissions. Also complaint has been made that receivers sell their consignments to concerns in which they have an interest, and that such sales do not enter into a competitive market.

Quite a few of the markets have no rules governing these points—altho in Omaha and Minneapolis they found it essential to have such rules apply to all grain. While a uniform rule covering this question would only affect members of Exchanges, it would appear to be fair and would do away with criticism, and undoubtedly would make the market more competitive.

**Consent for Speculative Trades:** Many of the Exchanges of the country trade in futures and option contracts, which are used for hedging purposes by grain dealers and are also used for speculative purposes by speculators. In my travels over the country I have found many concerns that sustained losses on account of speculations in these contracts by members of the firm, or managers, who made trades in the name of the company or firm for speculative gain without being authorized so to do by their Board of Directors or other officers of the Company or other partners of the firm. The Omaha market recently instituted a future market and it has a rule that prevents any representative of a corporation making a trade for the corporation without filing written consent from its officers authorizing him to make the trade for their account. This market is the only one in the country that I know of that has such a rule; altho every market should have, and it should be extended to cover co-partnerships.

These are a few of the rules that it occurs to me should be made uniform, and to me they do not seem to be unreasonable. Undoubtedly, other changes can be suggested that will be of benefit to both the shipper and receiver.

Now as to the question as to what can be done to make terminal market rules more uniform, it occurs to me that the first step should be taken by the State Assns. Every Assn should have a terminal market rules committee who should study the rules in effect at the different markets where dealers of their State do business and note the differences, if any there be in the methods of handling business at each of these markets. From these differences they should be able to draft a



rule that will be equitable to all concerned covering all the points of differences. When the Ass'n of each State has done this, and a conference is called of all States, it then should be an easy matter to determine the best rule to formulate to fit all circumstances. After this has been done, submit the question to the National Ass'n so that its Uniform Rules Committee may have a clear understanding of the demands of the different dealers over the country.

C. D. Sturtevant, Chairman of the Trade Rules Com'te of G. D. N. A. sent a letter on "What Is Being Done to Secure Uniform Trade Rules," from which we take the following:

## Uniform Trade Rules.

For some time past the Grain Dealers National Ass'n has been endeavoring to secure concerted action from the Grain Exchanges of the country looking toward more uniform trade rules, and a meeting was held last May in Chicago under the auspices of the Council of Grain Exchanges, for this purpose.

The delegates at this meeting, after a lengthy discussion, decided it was impossible to make any recommendations owing to the voluminous nature of the work, and the meeting adjourned after requesting the Grain Dealers National Ass'n to make a compilation of the rules of the different Exchanges. This work was completed in November and consists of a comparison of the rules of the different Exchanges on:

1. Settlement of over and under shipments.
2. Methods of reporting sales of consigned grain.
3. Arbitration.
4. Diverting shipments to other destinations.
5. Buying of consigned grain by the consignee.
6. What is meant by prompt, quick, and immediate shipment?

At the annual meeting of the Council of Grain Exchanges in Chicago on Jan. 18th, 1917, considerable time was devoted to the discussion of this question, resulting in a resolution instructing the Uniform Rules Committee of the Council of Grain Exchanges to co-operate with the Trade Rules Committee of the National Ass'n in compiling a set of trade rules acceptable to both organizations.

It is the purpose of these Committees, in accordance with this resolution, to present to the next annual meeting of the Ass'n, a set of trade rules based upon the compilation of the Exchange Rules and the present Trade Rules of the Ass'n. We will at that time present such rules as, in our opinion, will be acceptable to both organizations; if we can agree on only one rule we will offer that; if we can agree on more we will offer them. If our action meets with the approval of the Ass'n the rules adopted will be presented to the next annual meeting of the Council, and when approved by it will be offered to the Exchanges for adoption.

We feel we have made the first definite step on the road to uniform rules.

The National Ass'n is, as its name indicates, a National organization, and its membership is largely composed of country shippers. This Committee feels it would be unwise for the Ass'n to ask the Exchanges to modify any of their rules which are purely local in character, which relate to the discipline or conduct of their members or to future trading, and we must

carefully steer our course so as not to encroach upon any of these prerogatives of the Exchanges. Our recommendations, like the name of the Ass'n, must relate to National matters only. The rules which we present must necessarily be of universal application, and any attempt to influence the Exchanges to change any rule not relating to grain transactions between country shippers and members of the Exchanges, will result in failure.

This is particularly true of the Eastern Exchanges, which have been organized for many years, and whose rules are the result in many cases, of decisions of the Courts.

The Chicago Board of Trade operates under a special Charter from the State of Illinois, which delegates great powers to the Board. The decisions of the Committees of the Board are, in many cases, as far reaching as the decisions of the Courts themselves. Many of its rules have been the subject of litigation in the Supreme Courts of the State of Illinois and of the United States, with the result that the members of the Chicago Board of Trade, and persons dealing with them, are now in position to know just what their legal rights are under those rules. The least change in the wording of any of those rules might result in further expensive litigation, and I agree with the representatives of the Chicago Board of Trade, when they say that under no circumstances would they consider any recommendation which would in any way alter or change the wording or affect any of the rules of the Chicago Board of Trade which have been passed upon by the Courts.

The same situation applies to other of the Eastern Exchanges whose rules have been in use for a long time.

The Trade Rules of the Grain Dealers National Ass'n as they now stand, are the reflection of many discussions and careful thought by the best minds in the grain business and with one or two exceptions, we believe these rules could be incorporated in the rules of the Exchanges to the mutual benefit of the members of those Exchanges and the country shippers. They express well established trade customs and are not in any way contrary to the rules of the Exchanges, but have developed as customs without being formally adopted as rules. We will, therefore, use these rules as our starting point for uniformity. We will eliminate from our recommendation such of these rules as, in our opinion, might not be acceptable to the Exchanges, and will add such rules under the six headings mentioned, as in our opinion will meet the approval of all concerned.

We will not endeavor to secure uniformity in the rules relating to: (1) Interest; (2) Commissions; (3) Time of Re-inspection.

The practice of charging interest upon advances against country shipments was inaugurated quite recently, and has been largely adopted by the Exchanges. Without going into a discussion of the merits of the charge, I believe I am safe in saying that none of the Exchanges which have adopted it would consider its cancellation and, therefore, the only way that uniformity could be obtained would be to ask those Exchanges which do not now charge interest, to make the charge.

This Committee feels it would be inconsistent for the Association, composed as it is largely of country shippers, to make such a request. Interest rates in various cities differ. A grain dealer who buys your grain or the commission man who sells that grain in St. Joseph has to pay a different

rate of interest than a dealer in Chicago or St. Louis, and we therefore believe that the interest rules should not be included in our attempt to obtain uniformity. We do not want to ask any Exchange to increase their charges and we think the different Exchanges should be allowed to base their interest rates upon financial conditions in their city, as fairly reflecting the individuality of their market.

**Commission Rules:** The same line of reasoning applies also to the Commission rules. Some of the Exchanges have recently advanced their commission charges. Others have not done so. This Committee believes there is no possibility of securing any reduction in the commission charges in those markets where the advance has been made, and an attempt to unify would mean that this Ass'n of shippers would place themselves in the position of asking certain Exchanges to increase their charges, and this, we feel, would be inconsistent.

The Government is now inaugurating its supervision of inspection of grain and we think it unwise to make any attempt to unify rules relating to re-inspection until we have a clearer understanding of the powers and intentions of the Department of Agriculture.

In conclusion, the two Committees, after agreeing on rules to be presented to the two organizations, will use every endeavor to secure favorable action at the next annual conventions, and after that, from the individual Exchanges. We hope that our endeavors will result in benefits to the grain trade as a whole.

John Dower, St. Louis, commending that portion of Mr. Butler's address relating to terminal market reports on leaks and car seals, called attention to the fact such practice had long been in vogue in St. Louis.

F. R. Warrick, St. Joseph: Most of our grain exchanges require members to arbitrate differences with non-members, but they have no jurisdiction over non-members and cannot force shippers to arbitrate. Shippers can have their differences adjusted by addressing the Sec'y of the Exchange.

W. S. Washer, Pres. Board of Trade, Atchison, Kan., in speaking of the Value of Organization Work said,

## The Value of Organization.

Co-operation is the keystone of the arch of modern business. Organization is the foundation of that structure. The ramifications of present day commercial life are so complex and varied that the highest type of systematic efficiency is necessary if resultful ends are to be attained. Even our federal government, which at least theoretically frowns at monopolistic tendencies, has recognized the paramount importance of organizations of large scope in the creation of the Federal Shipping Board and in the establishment of the National Reserve Banks.

The growth of the great corporations of the day comes not through a desire for monopoly, but as a natural sequence in the development of the highest type of efficiency necessary for continuous expansion and progress. But even with our American genius for organization, which has been along rather spontaneous and sporadic lines, we are likely to find ourselves out-

## St. Joseph's Reception Com'te.



Left to Right: J. W. Craver, T. P. Gordon, William M. Clark, J. L. Frederick, J. M. Flynn and H. H. Savage.



done in this respect by our European neighbors when the Great War is ended for there the fearful fall of necessity has driven them to the maximum of concentrated effort.

It has been my fortune to have followed and to have participated in the growth of organization work in the grain business for the past twenty years. The difference in trade conditions is absolutely beyond comparison. Order has been evolved where chaos formerly reigned. The Grain Dealers National Ass'n has grown from a small body of zealous and devoted patriots into a truly, nation-wide organization, respected and consulted in the councils of our government and in every way performing its proper functions in relation to the vast industry it represents. Permit me to say here that the National Ass'n merits the hearty moral and financial support of every grain dealer and any one who aspires to conduct business beyond the confines of his own neighborhood should become a direct member of the National.

Closely allied in the work of the National Ass'n and performing the most valuable functions in their respective communities are the allied State Ass'ns. It is to these bodies of men that the trade owes a debt of gratitude for under the able leadership of such pioneers of Association work as Smiley of Kansas, Wells of Iowa, Strong of Illinois, Riley of Indiana, Chambers and Gewsner of Nebraska, Prouty of Oklahoma and Dorsey of Texas the severe handicaps and adverse conditions that beset the trade have been largely eliminated. Terminal market conditions which had become intolerable in some localities have improved almost toward perfection. Official weights and grades instead of being a bugaboo have become standard, and conditions are vastly improved.

The greatest value in organization work is in the improvement in the personnel of the dealers. Twenty years ago a contract with a country grain dealer was a mighty dubious document. Today it is close to par. I do not believe I have had a country dealer default on sale to me in the past ten years. I had one default by a member of a neighboring exchange and he went out of business instantly. No Association will countenance the contract jumper, the defaulter, the chronic maker of overdrafts nor anyone whose conception of business ethics is perverted or obscure.

**Credit Bureau:** There is one addition that should be had for the benefit of the Grain Trade, and that is a nation wide Grain Credit Bureau where what few crooks remaining in the business may be listed so that he who runs may read. This is a work which I have before advocated and which I hope will be taken up by the National Ass'n or by the Council of Grain Exchanges. If this be not done, The Atchison Board of Trade stands ready to unite with the other exchanges along the river in the formation of a Missouri River Grain Credit Bureau.

**Concrete benefits of organization work:** First of all the personal element, mutual acquaintance and "that touch of nature which makes the whole world kin." You and I can trade better and more understandingly after having looked in each others faces today. Organization smoothes the pathway of commerce. If, as a shipper, I wish to sell grain in a certain locality, I at once obtain an Association directory for that State. Likewise as a receiver of grain I use the same method in making up my bidding list, while as a commission merchant I use them both. Mutual confidence is inspired by the knowledge that should a dispute arise, both parties have an unbiased and sympathetic tribunal available in the Arbitration Committees of the State and National ass'ns. Faith may or may not move mountains, but mutual understanding and efficient co-operation have already done the trick.

Let us not forget the fine service being rendered by our grain trade papers in the dissemination of information of value of all sorts and kinds, but we should bear in mind that the journals have grown and prospered with the growth of the Association idea.

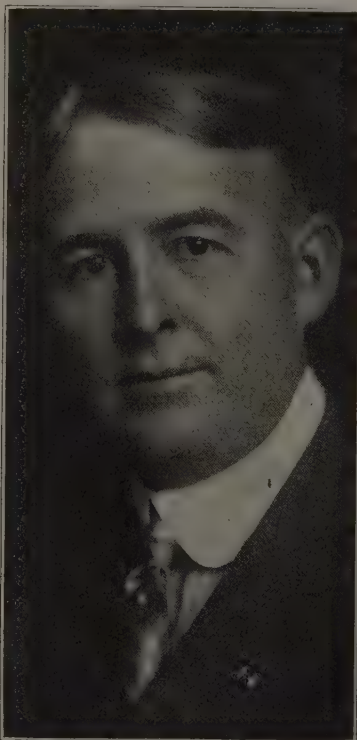
The recent development of the smaller grain exchanges, their co-operation and mutual helpfulness is a tribute to the spirit of organization and these Boards with their positive growth will prove potent factors in the improvement of trade conditions.

**Co-operation** is the tendency of our age. It removes the harsh friction of unfair and wasteful competition. It clears the path for commercial progress and drags the road. It promotes fellowship and eliminates misunderstanding. It concentrates energy and centralizes community force. It crystallizes sentiment and obtains results.

Its cumulative force, rightly directed, is potent for good and of incalculable benefit to all concerned. It makes friends of mere acquaintances and promotes business fraternity. As a community force co-operation transmutes villages into populous cities, creates market centers, builds transportation lines and stimulates commerce, and manufactures the complex machinery of trade. Co-operation is the greatest force in the modern commercial world.

The Missouri Grain Dealers Ass'n is to be congratulated upon its growth and progress. With the splendid resources of your state, your future is assured. The fecundity of your soil is assurance against adversity. Co-operate with your farmer friends for modern and improved methods of agriculture, for increased yield. Co-operate with fellow-dealers for improved marketing conditions and the elimination of wasteful friction. Build modern plants as rapidly as possible and make them fire-proof and economical. Mingle with your comrades of the trade, both in your neighborhood and in the various terminal markets and above all, ally yourselves morally and financially with your State and National ass'ns. May the Missouri Grain Dealers Ass'n grow large in stature and prosper.

W. W. Pollock, Mexico, Mo.: I can not see why shippers who desire can not have their grain weighed by board of trade or grain exchange. We never had such satisfactory weights in St. Louis as we have had since the Merchant's Exchange has supervised the weighing in that market. Sec. 63 of the present warehouse law just upheld by the Supreme Court provides that weight certificates shall not be issued except by a bonded state weigher, in fact it makes it "unlawful for any person, corporation or ass'n other than a duly authorized and bonded state weigher, to issue any weight certificate or issue or sign any paper or ticket purporting to be the weight of any car, wagon, sack or other package of grain, weighed at any warehouse or elevator in this state where duly appointed and qualified state weighers are stationed and in control of the scales."



J. L. Frederick, St. Joseph.  
Re-elected President.

J. O. Ballard, St. Louis: Years ago officers of the Nebraska, Iowa and Kansas grain shippers ass'ns came to St. Louis and declared most emphatically that something must be done to give their members better weights or they would cease shipping to St. Louis. We established a dept. for tallying the weighing of grain received in our elevators. Since its establishing the department has paid out over \$100,000 in excess of our receipts. Before its establishment we had many complaints of short weights; today we receive few if any.

J. T. Bradshaw, Warehouse Com'isnr, Kansas City: It is somewhat of a surprise to me that law abiding citizens shud dispute the holdings of the Supreme Court of our state. If the state tallymen are incompetent, throw them out. One set of supervisors shud be enuf.

St. Jo. receivers advertise—"Only one weighing fee." If double supervision is necessary, why does not the St. Joseph Exchange establish a weighing dept.?

G. A. Stibbens, Red Oak, Ia.: In 1903 officers of the various state and local ass'ns, shipping to Missouri terminals, went to Kansas City and St. Louis and after considerable discussion of the shipper's losses, the grain exchanges established weighing depts. for supervising the weighing of shippers grain received into public elevators. Since the establishment of the weighing depts. our weights in these terminals have been satisfactory, before they were not. If Missouri dealers want correct weights go to your legislature and demand the repeal of the law. Retain if you can, the right to tally the weighing of your own grain. The state dept. was established solely for the distribution of political plums not for weighing grain.

J. J. Culp, Warrensburg: The shippers of the state place no value on State weights but they do want grain exchange supervision continued.

J. T. Bradshaw: If you have any charges of inefficiency to make against the state weighers, go to the state legislature and have the law repealed. I am sorry that several speakers here should, after the state weighing dept. has served you faithfully for years, now charge it with inefficiency.

J. A. Gunnell: I made a careful canvass of the views of Missouri shippers in regard to the continuance of the grain exchange supervision of the weighing of our grain and I found but one shipper who had any objection to paying for the grain exchange supervision. The shippers of all the surrounding states want this supervision in our terminals, and we should have it.

W. W. Pollock: I wish to present a substitute for the objectionable Sec. 63 of the present law.

#### SUBSTITUTE FOR SECTION 63.

An Act to repeal section 63 of an Act entitled an Act to repeal article 2 of Chapter 60 of the Revised Statutes of Missouri 1909 relating to inspection of grain and hay, and to enact in lieu thereof a new article, to be known as article 2, relating to inspection and weighing of grain, abolishing the office of Railroad and Warehouse Commissioners, creating the office of Warehouse Commissioner, and fixing his powers and duties, with an emergency clause, approved March 20, 1913, and to enact in lieu thereof a new section to be known as section 63 of said Act.

Be it enacted by the General Assembly of the State of Missouri as follows:

Sec. 1. Section 63 of said above-mentioned act is hereby repealed, and a new section is enacted in lieu thereof, which said new section shall be known as Section 63, and shall be as follows:

"Section 63. Any person, association, firm or corporation, or any representative



thereof, or any weighmaster, who shall knowingly cheat or falsely weigh any grain or shall knowingly give any false or untrue certificates as to the weight of grain, or who shall knowingly violate any of the provisions of this article, shall be deemed guilty of a misdemeanor and shall be punished by a fine of not less than \$500 nor more than \$1000 or shall be imprisoned in the County Jail, or if in the City of St. Louis, in the jail of said city, not less than six months nor more than twelve months or both such fine and imprisonment.

John Dower, St. Louis: I move as an amendment that the President appoint a com'te of five to consider the proposed change and present it in formal order. Carried.

Pres. Frederick appointed: Jesse J. Culp, W. W. Pollock, F. W. Eggers, O. A. Talbott and J. D. Mead.

F. R. Warrick: I move that the chair appoint a com'te of three to present the matter of state inspection of scales in formal order. Carried.

O. A. Talbott, Keokuk, Ia.: Before you take any action for state scale inspection you better investigate the working of the Iowa law. We have a number of scales in Iowa and do not find the law satisfactory. I hope you will not get it in Missouri.

J. T. Bradshaw: I have asked the Attorney General to draft a law specifying that grain consigned to a Missouri terminal shall be weighed in that market and weights obtained at a second destination, a thousand miles away, shall not govern.

C. B. Touney, Edgerton: We find St. Louis and Kansas City weights very satisfactory, but when we get destination weights we have trouble. I often ship wheat to Kansas City when St. Louis is bidding higher because shipments to Kansas City generally get Kansas City weights. Our only losses on the last crop were traceable to destination weights. If we have Kansas City or St. Louis weights they are always more satisfactory than weights obtained at a mill in Tennessee or Illinois.

F. R. Warrick: The enactment of this law would deprive the shipper of the option to sell his grain in a Missouri terminal without having it weighed there. We have too much legislation now.

J. J. Culp: We now have the right to have our grain weighed in the terminal or at destination as we please.

W. W. Pollock: In order to get this matter properly before the house I move that we ask Commissioner Bradshaw not

to present the proposed bill to the state legislature.

Seconded by Culp and carried. Adjourned.

## Wednesday Morning Session.

Pres. Frederick called the Wednesday Morning Session to order at 10:50 and introduced Traffic Commissioner W. J. Kenyon of the St. Joseph Commercial Club, who spoke in place of A. D. Aikens, G. F. A., C. R. I. & P. R. R. on the Relations of the Railroads to the Grain Trade. He said: The grain shipper is the best friend of the railroads because they must put marks in their box cars to keep them from loading to the roof. About 10% of the total tonnage of the railroads comes from the grain shippers. The relations between the railroads and the grain trade are becoming closer. It is to the advantage of the grain shipper to order just what cars he needs, as the train dispatcher is disposed to favor the shipper, who does not order in excess of his needs.

Mr. W. D. McKee of Polo took the place of Jewell Mayes, Sec'y of the State Board of Agri. In telling of Better Seeding and Better Grain for Missouri he started by asking those present who had lived on a farm to raise their right hand and 75% of those present admitted the charge. I was raised on a farm and still live on a farm. I believe the grain dealer is most competent to advise the farmers of his section as to the best wheat to plant and how to get the best results. You should protect the growers from the seed wheat fakirs. I always recommend that every commercial club shud have an Agricultural Com'te and the chairman of that com'te shud be a grain man. When we have grain contests at county fairs, I always call in the millers and grain dealers with their tester kettles to judge of the grains entered. You are interested in better crops and shud be the men best fitted to advise the farmers regarding the cultivation, the care and marketing of their grain. You want choice grain and you can help the farmer to market bright, clean grain which will grade well and bring a good price.

W. S. McCaull, Commerce Counsel of the Commerce Service and Traffic Bureau, Kansas City, in discussing the Missouri rate situation said, that the railroads always claimed the right to fix their rates as suited their pleasure until in

1875 Iowa enacted a law reducing railroad rates. This law was upheld by the courts and was followed by other railroad laws until Missouri enacted a maximum freight rate and two-cent passenger law. After long litigation the courts upheld this law and some of the railroads immediately refunded your overcharges. Some of the railroads claimed confiscation and refused to refund the overcharges. The interests of many shippers were placed in the hands of Attorney Dahlberg of St. Paul, and by degrees we have won the refunds. Tomorrow one of the remaining cases will be argued at St. Louis and all overcharges will soon be refunded to you shippers.

After failing to rush a new law increasing the rates thru the legislature the railroads went to the State Commission and filed a higher schedule of rates. This increase is now before the Supreme Court. The railroads claim they are paying more than their share of the taxes, yet they pay much less per mile than the railroads pay in some other states. Their earnings per mile are very large and there seems no excuse for the com'isn granting any increases. The earnings per mile and the dividends paid by the different railroads, some of which are bankrupt show that the net earnings of Missouri railroads are kept low thru inefficiency or intent. If Missouri must grant increased rates every time the railroads have a poor year then their surplus in good years shud be paid into the state treasury.

The only reductions in freight rates under the proposed schedule are on commodities billed short distances, but higher rates for the longer distances, which such commodities generally move.

It is doubtful if the State Com'isn has the authority to raise any rates, but surely it is not fair to grant increases without any hearings or word from the people of the state as was done in the Missouri grain rates.

Sec'y Gunnell announced that copies of the brief in case 970 before the Missouri Public Service Com'isn in the case of the Missouri Grain Dealers Ass'n vs. the Mo. Pacific R. R. would be supplied to members wishing a copy.

Adjourned to 1:30 p. m.

## Wednesday Afternoon Session.

Pres. Frederick called the meeting to order and introduced Chas. Quinn, sec'y of the Grain Dealers National Ass'n, who said:

## Officers Missouri Grain Dealers Ass'n.



Front Row, left to right: Cecil Wayland, Carrollton, director; W. W. Pollock, Mexico, treas.; J. L. Frederick, St. Joseph, pres.; J. J. Culp, Warrensburg, director; D. L. Boyer, St. Joseph, sec'y. Back Row, left to right: J. S. Klingenberg, Concordia, vice pres.; F. W. Eggers, Hermann, director; S. R. Carter, Hannibal, director.

I will take a few minutes of your time to explain the purposes, the past actions, and what the National Ass'n proposes to do.

The National Ass'n is different from the state ass'ns in that it has well defined policies which it pursues. It is on the style of the old fashioned journal which never printed an article until the article was worth printing—the end of the story was given in the first article.

This ass'n is not looking for the sensational. It has policies to which it adheres, and it never lets up until the work is finished. The new Pomerene B/L law is a good example of the work which the organization does. We worked until we got the law passed. As to the fight to get the Pomerene bill passed, this bill passed the Senate three times, and was accepted by the House all except Sec. 21. This section was rewritten because of the objections of the railroads. In connection with the Council of Grain Exchanges, we finally obtained the passage of this bill as it now stands. It was rumored last November that the railroads will raise the question as to what adequate weighing facilities are and to surmount this there are now two bills before Congress.

One is the Woods bill which will give the Federal authorities power to appoint weighers in public houses; the other is the Ashbrook bill which vests in the director of the Bureau of Standards at Washington, D. C. power to approve types of weighing machines. We are endeavoring to combine the two bills. While there does not seem to be much chance of having these bills enacted into law this session, we will push them next session.

This great world war is bringing the individual man and the government closer and closer together. The day of the individual is gone. We can see it in our business. I predict that in five years the government will assume authority over each individual business.

When the railroads made the recent increase rate from Chicago to the eastern coast, I received a large number of telegrams from farmers wanting to find out if they would be compelled to pay the increased rate on sales made to ship to Baltimore before the rate went into effect. We have taken the matter up with the Interstate Commerce Comm.

A month ago the railroads attempted to increase the demurrage and re-shipment rate. We are fighting it and hope to be able to have the new tariffs removed.

Our latest problem is that of Uniform Trade Rules in Terminal Markets. Country shippers are all interested as they want to know if, when they ship to Kansas City, or St. Louis, the same trade rules will govern.

Last year the Ass'n employed V. E. Buttler to codify the trade rules. He found that some markets have no rules to speak of, and some have not been revised in 25 years. He tabulated these rules, placing them alongside each other so that the differences could be seen. With the Council of Grain Exchanges we are now working to have these rules simplified and made uniform.

E. L. Morris, Federal Grain Supervisor of Kansas City, in the absence of Chas. J. Brand, read a paper on the U. S. Grain Standards Act and its application to interstate shipments.

Jas. T. Bradshaw, State Warehouse Commissioner: Today Missouri has as capable and efficient an inspection dept.

as exists anywhere. During my term in office I have striven to employ only the most efficient obtainable. Helpers who have developed any ability have been promoted to be inspectors regardless of any political following. We have tried to give accurate weights and I have not heard a Missouri shipper say they were not getting correct weights. If I did I would consider them rotten. The enforcement of the law and the elimination of board of trade weights will not result in any more places for the State dept. Our men are there now.

Some of your cars are loaded so full our inspectors can not get into the car, so can not place a grade on the grain. Such cars must be unloaded before we can obtain a fair average sample and determine the grade of the grain. Our inspector refused to place a grade on the grain because of fear of having his license cancelled.

I wish to say there has been no increase in the fees charged for inspection of grain, but the surplus funds have been paid into the state treasury. It is not right to tax the grain business for revenue purposes. Our fees should be kept in an Inspection Fund, so when we have a material surplus in the state treasury we can reduce our fees to meet only our needs. We are now charging 50 cents per car. Recently, I went before the Legislative Com'te and asked that the law be changed so as to keep the inspection fees for the use of the dept. separate and eventually reduce the fees for grading your grain.

In St. Louis corn samples drawn one day are not graded and reported on the market until the following day. This gives us a chance to make the moisture test. The laboratory necessary to grade all grain under the new rules must be large and we must have time to do the work carefully.

A. C. Harter of the Auditing Com'te reported that the Sec'y's financial report was correct, as presented.

Cecil Wayland of the Weights Com'te recommended the adoption of Mr. Pollock's amendment.

C. A. Morton, St. Louis, of the Transportation Com'te sent the following report:

#### Report of Transportation Com'te.

During the past year the principal efforts of the Railroad Committee have been directed along the line of having the Missouri grain rates reduced, so as to be in line with those in neighboring States. Two purposes were in view when the rates were attacked before the Missouri Commission. One purely selfish and the other purely utilitary. The grain dealers need the lowest possible, reasonable rate to every market, not because they pay the freight, (for that is paid by the farmer of whom you buy your grain), but with low rates to all markets a shipper is able to move his grain in several directions at very close to the same rate and thereby able to reap the benefit of any market which should be unduly high, or in case of a declining market, has the pick of several to which to ship and thereby save part of his profit or limit his loss if he must take one.

This can be readily understood by comparing the position of the Illinois shippers who have from three to six markets to which their rates are within 1c or 2c per 100 lbs. of being the same. The prosperity of the Illinois shippers is proverbial and is unquestionably based fundamentally on the low rates he enjoys and the many markets he can reach with low rates.

The second reason for our fight for lower rates was that the Missouri producer has to pay a greater rate to reach markets within his own State or without the State, than do the producers in any of the States surrounding us. In other words, Missouri is not being treated fairly and the Missouri Grain Dealers should be proud to fight his fight for him.

The case was ably presented before the commission at Jefferson City and the most

astonishing feature was that the Railroads presented absolutely no defense whatsoever. As a matter of fact, we do not see how they could and therefore they did not attempt the impossible. A decision has not been rendered and we are of the opinion that it will not be until the Supreme Court renders a decision on the so-called Cold County Court case, wherein the right of the Missouri Commission to change the rates established by the Legislature is directly involved. In connection with this hearing, the Committee feel that it is deeply indebted to Messrs. J. J. Culp, A. C. Harter, S. W. Barr, E. J. Holmes, J. H. Reiling, C. Lipscomb, W. H. Hurley, C. L. Roberts, J. J. Klingenberg, T. J. Hickey and a half-dozen others who attended but did not give testimony. The loyal assistance of the members in this case is a matter of much gratification to us.

**Natural Shrinkage:** The members will recall that through the efforts of Mr. Gunnell, the Railroad Companies agreed to discontinue the deduction of  $\frac{1}{2}$  of 1% in shortage claims which is allowed by the Statutes. In place they are now deducting one-eighth of 1% on Wheat and  $\frac{1}{4}$  of 1% on Corn, natural shrinkage which is provided in tariffs filed with and approved by the Interstate Commerce Commission. Our information we think is entirely reliable, and it is to the effect that this provision in the tariffs was granted by the Interstate Commerce Commission through misrepresentation or a misunderstanding of conditions. The provision was immediately attacked and we believe that the Commission will order its withdrawal.

This Committee has recommended that the members follow the precedent of the Terminal Markets which are required to make the deduction on claims presented. To do so might not jeopardize a shipper's rights to collect this amount and we doubt the advisability of taking a chance in view of what happened in the overcharge claims. A decision is expected almost at any moment and a united stand in a fight of this kind is of much value.

The Railroad Companies have been refusing to pay shortage claims where no defect in the handling or the equipment of the car is shown. This is in line with the view of the Interstate Commerce Commission that a Railroad Co. must have evidence to justify the payment of shortage claims. However, the Illinois Grain Dealers Ass'n through its Transportation Committee, has fought this matter through the courts, and while the decision was not entirely favorable to its complaint, still the gist of it was that the Railroad Companies had to deliver the grain they received, and in absence of official weights, the affidavit of the shipper must be accepted. While the court admitted the roads were entitled to any invisible shrinkage, still it placed the burden upon the Railroad of proving what this shrinkage actually is. We have been fighting several claims of this kind before the Missouri Railroads but have reached a deadlock. We again repeat our wish that the Ass'n. may shortly become strong enough either through a Claim Bureau or through voluntary subscriptions of its members, to make test cases of a number of points which are particularly obnoxious.

**Shortage of cars.** The Interstate Commerce Commission is making special investigation of the causes and also the practices of the Railroads. We suggest that all members make a written order for cars and that they require the station agent to give them a receipt for this order. Where any unusual delay, we suggest dealers get in touch with the Committee and we will be glad to take the matter up with the representative of the Interstate Commerce Commission in St. Louis.

The Illinois Grain Dealers Ass'n through its Committee has been able to get the Public Service Commission of Illinois to issue an order requiring the Railroad Companies to furnish the various shipping points on their line with cars in the ratio of the amount shipped from that station, thereby preventing any discrimination in favor of the bigger shippers as against the smaller shippers, or those who have not the club of competition to use. While we have not had much grain to move in the State here during the last six months and have therefore not suffered as severely as we otherwise would because of the present car congestion, still we should get our records in such shape that effective action can be obtained quickly if the present situation continues until the new crop year. We are frank to say that from the present outlook, the prospects for trouble are very strong with the next wheat crop begins to move. It may not be as bad now, but it looks like it would be serious



and this might mean losses running into thousands of dollars for members of this Ass'n.

J. J. Culp, Warrensburg, of the Legislative Com'te reported that much of the work of the com'te had been covered by the Transportation Com'te's report, with the exception of the double inspection fees at Kansas City and the demurrage charges.

J. D. Mead of the Arbitration Com'te reported that no cases had come before the Com'te during the year for arbitration.

J. J. Culp, Chairman of the Resolution Com'te reported, following which were adopted without discussion or objection:

## Resolutions

### ASK DOUBLE INSPECTION BE ABOLISHED.

Whereas, in as much as the U. S. Grain Grade Act will soon become effective on inspection of all grain entering into interstate commerce.

Resolved, that we recommend correction of such Legislation that when grain has been officially inspected by a regular licensed inspector and is moved across a State line to be unloaded into public elevator within a reasonable time, that the original inspection apply, thereby dispensing with what is now usually termed as double inspection.

### ENDORSE UNIFORM RULES.

Whereas, the Grain Dealers National Assn, in co-operation with the Council of Grain Exchanges, is endeavoring to bring about uniformity in the trade rules of the various Exchanges governing cash grain transactions; and

Whereas, We believe such uniformity to be most desirable, both to the shippers and to the receivers in the terminal markets;

Resolved, By the Missouri Grain Dealers' Assn that we heartily endorse the movement to unify the trade rules of the Exchanges, and we hereby pledge ourselves to use our influence to bring about this much needed reform;

Resolved, That the secretary of this Assn be instructed to forward a copy of this resolution to the president of the Grain Dealers' National Assn and to the

President of the Council of Grain Exchanges.

### ADEQUATE WEIGHING FACILITIES.

Resolved, that in view of the situation brought about by the passing of the Pomereene Bill as it relates to the weighing of grain we urge such legislation by Congress as will confer upon the Bureau of Standards of the Federal Government, the authority to promulgate specifications, rules and regulations necessary to define what shall constitute adequate weighing facilities within the meaning of the law.

### ASK SUPPORT OF STATE EXCHANGES.

Whereas, We now have organized an Ass'n of Grain Dealers which has as its object promoting interest and welfare of the entire grain and milling trade of our State, be it

Resolved; That we request any Grain Exchange or Board of Trade organization in our State which has bylaws or trade rules preventing their members entering with this organization, that such trade rules or bylaws be so amended that this organization may receive their co-operation and support.

### ENDORSE GRAIN TRADE JOURNALS.

Whereas, the grain trade is blessed with a number of reputable trade journals, which keep us advised regarding grain trade matters and lead the way to better trade conditions, therefore, be it

Resolved; That the Missouri Grain Dealers' Assn do hereby endorse the trade journals and recommend that our members read them and contribute to their columns.

### THANKS TO ST. JO.

Resolved, That the Missouri Grain Dealers Assn extend a vote of thanks and appreciation to the St. Joseph Grain Exchange for their hospitality, courteous treatment, and splendid entertainment accorded the visiting members.

W. W. Pollock of the Com'te on Amendment of Sec. 63 of the State Weighing law recommended the following amendment which was accepted:

The three holdover directors, F. W. Eggers, S. R. Carter and A. C. Harter, were appointed a Com'te on Nominations, and an adjournment taken for fifteen minutes.

Sec'y Gunnell read the report of the Nominating Com'te and the following were elected:

For President, J. L. Frederick, of St. Joseph; Vice-Pres., J. S. Klingenburg, Concordia; Treasurer, W. W. Pollock, Mexico; Directors to serve two years, W. H. Hurley, Clinton; Jessie J. Culp, Warrensburg; W. W. Pollock, Mexico; Cecil Wayland, Carrollton, and H. F. Leet, Maryville.

Director for one year, J. W. Boyd, Joplin, Mo.

The new directory withdrew to select a Sec'y to succeed J. A. Gunnell, who declined to serve again.

The Board of Directors selected Douglas L. Boyer of St. Joseph to serve as Secretary. The office will be moved to Mexico in about 60 days.

The action of the Board was confirmed by the members and Mr. Boyer thanked the dealers for their selection. He promised to serve the interests of the Ass'n faithfully.

Jesse J. Culp moved that the By Laws be amended so as to provide that the President shall before the close of the first session of each annual meeting appoint a Com'te on Nominations to report at a later session, but not to preclude other nominations. Carried.

Adjourned *sine die*.

### Convention Notes.

Sec'y Quinn came not alone to talk—he bagged seven new members for the National Ass'n.

Chas. Quinn, Toledo, Ohio, sec'y of the Grain Dealers National Ass'n, traveled furthest to attend.

Chicago was represented by W. M. Hirschy of J. C. Shaffer & Co. and C. A. Johnson of W. H. Perrin & Co.

Iowa representatives were O. A. Talbott, Keokuk; C. H. Harris, Bartlett; Geo. A. Stibbens, Red Oak; W. G. Goy, Tabor; J. S. Corken, Burlington.

Identification badges were furnished by the Grain Dealers Fire Insurance Co., J. T. Peterson being in charge of the registration. On the first day 382 signed their name.

The St. Joseph dealers kept on the lookout for an opportunity to promote the comfort and pleasure of all visitors. All the early trains were met by a large reception com'te with automobiles.

W. F. Shepard of Merriam Com. Co. and O. H. Gibbs represented Omaha; and other Neb. representatives were H. D. Harding, Hebron; Joe Windle, Salem; and O. C. Thomas, Danbury.

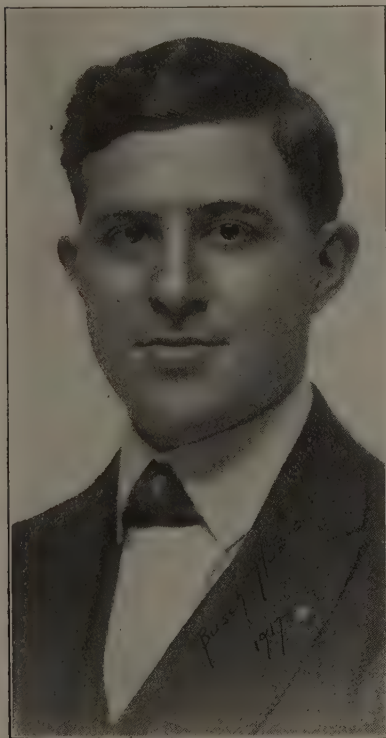
New members admitted during the convention: Schreiber Milling & Grain Co., St. Joseph; T. H. Henderson Milling Co., Kearney; Emmett Bowers, Langdon; Henry & Buntin, Blythesdale; R. L. Gross, Tarkio; W. J. Ebersole, New Hampton; Miller-Stevenson Grain Co., St. Joseph; Osborn-Smith Grain Co., Winston; C. A. Hursh, Bolckow.

St. Louis representatives were E. Picker of Picker & Beardsley Com. Co.; S. T. Marshall and E. C. King of Nanson Com. Co.; John Dower, Supervisor of Weights Merchants Ex.; A. J. Woolridge; Eugene Smith, sec'y Merchants Exchange; H. F. Ketchum; T. A. Bryant; Sylvester L. Fischer; T. C. Taylor; H. C. Callen of E. E. Roehen Grain Co.; W. T. Brooking of Marshall Hall Grain Co.; H. R. Wilson; R. A. Potts; and J. O. Ballard.

Kansas representatives present were: C. L. Weekes of Chester L. Weekes Co., and W. W. Young of W. W. Young & Co. of Atchison; Dale Gear and C. E. Mallon of Topeka; L. B. Miller, Hutchinson; Ed. Stromer, Winnifred; E. N. Bailey, Baileyville; G. Schwartz, Severance; J. D. Mead, Ft. Scott; Oscar Nelson, Moray; M. C. Albrecht, and E. J. Denton, Denton; F. K. Barrett, Winnifred; R. B. Gibbs, Morrell; and Samuel S. Simpson, Astell.

Kansas City representatives were: J. Mensendieck, of Mesendieck Grain Co.; J. C. Robb; J. E. Liggett; H. J. Callen, E. E. Roehen Grain Co.; J. F. Bowman; F. H. Haywood; A. E. W. Miller, of Wm. G. Dilts Jr. & Co.; H. G. Stevenson, Stevenson Grain Co.; J. G. Goodwin, weighmaster; F. D. Bruce, of Bruce Bros. Grain Co.; E. D. Bigelow, sec'y Board of Trade; Geo. Aylesworth of Aylesworth Neal Tomlin Grain Co.; F. R. Wende; Wm. Murphy, of Murphy Grain Co.; D. L. Croysdale; Wm. S. McCaull; W. W. Simmons, of Ernst-Davis Com. Co.; Major Moberly, of Moore-Seaver Grain Co.; W. H. Bickel; Jay H. Wooldridge; and H. Stahoski.

SOUVENIRS. Big yellow pencils were distributed by A. E. W. Miller of Wm. G. Dilts Jr. & Co., Kansas City; smaller yellow ones were passed out by Wm. M. Hirschy of J. C. Shaffer & Co., Chicago, and the E. E. Roehen Grain Co. of Kansas City distributed blue ones. The Miller-Stevenson Grain Co. of St. Joseph had holders for the pencils. Henry Lichtig & Co. of Kansas City distributed pen holders, The Geiger Grain Co. furnished matches in a match box holder, H. L. Dannen distributed paper clips from the St. Joseph Hay & Feed Co., and Lynn B. Gordon put a chirper for the T. P. Gordon Com. Co. on everybody's coat lapel. N. C. Web-



Douglas L. Boyer, St. Joseph, Mo.  
Sec'y Mo. Grain Dealers Ass'n.

ster of Chicago, representing the Richardson Scale Co., introduced himself, when an introduction was necessary, by a picture postal card.

Douglas L. Boyer, the new sec'y of the ass'n is a young man about 27 years old who has been acting as assistant sec'y to Mr. Gunnell since the first of the year. He expects to open an office at Mexico in about 60 days.

Missouri dealers present were: G. D. Ahrens, Corning; S. R. Carter, Hannibal; D. H. Clark, Galt; H. E. Combs, Forest City; J. B. Cook, Maryville; Guy C. Clary, Clearmont; S. J. Dudley, Knobnoster; F. L. Ewing, Nevada; R. C. Frerking, Corder; Guy G. Goode, Smith-ton; R. L. Gross, Tarkio; A. B. Harri-man, Green Ridge; W. R. Hill, Mound City; H. H. Horstman, Alma; J. F. Hughes, Osborn; E. H. Jones, Parnell; A. E. Klingenberg, Truesdale; J. S. Klingenberg, Concordia; H. F. Leet, Maryville; J. C. Lutes, Grant City; A. A. Marshall, Archie; A. H. Meinershagen, Higginsville; E. Mullen, Crosby; J. D. Ohrens, Corning; Clyde R. Osborne, Winston; Chris. F. Owen, Lees Sum-mitt; W. S. Owen, Brunswick; R. W. Rand, Liberty; J. Rumpel, Weston; Jos. Sanbothe, Martinsburg; J. C. Spahn, Skidmore; J. B. Smith, Winston; A. G. Sullivan, Nevada; C. B. Talbott, Laclede; L. L. Teare, Craig; C. B. Turney, Edger-ton; W. W. Trail, Rockville; David Van Meter, Bolckow; F. M. Ward, Craig; C. Wayland, Carrollton; A. Whitton, Whit-ton; and W. D. Wigginton, of Hardin.

#### Entertainment.

The St. Joseph Grain Exchange entertained the visiting delegates with an excellent dinner on the evening of the first day of the convention, following it with a cabaret performance by a troupe from the Oscar Dane Amusement Co., St. Louis, under the management of Joe Brown, whose impersonations showed that he has dropped the "skee" from his name. Lillian Bell had a deep, ringing, baritone voice, and was encored repeatedly, while Mildred Howell's impersonation of the Hawaiian dancer was a scream. Her partner, Ada Chase, was not chased because there was too big a crowd. As it was, several of the audience had their hands full, while all were jealous of the seat beside the pianist. Not the least part of the entertainment was the tripping of the light fantastic by Swede Murphy, of Kansas City. His jokes were also enjoyed. Two excellent soloists rendered several selections of taste. All were delighted with the entertainment.

#### The Ladies.

The St. Joseph receivers made every preparation to entertain a large number of ladies every minute the convention was in session. A most interesting program was arranged for their entertainment, and a large reception committee, selected from St. Joseph gentler sex, looked after every comfort and pleasure of the visiting ladies.

On Tuesday noon a luncheon was served at the Hotel Robidoux, followed by a matinee performance at the Lyceum Theatre. In the evening the ladies were given a dinner at the Elks Club and later taken to grand opera to hear the San Carlo Grand Opera Co. present Aida.

On Wednesday the ladies were tendered a luncheon at the Hotel Robidoux, followed by a matinee at the Tootle Theatre. The visiting ladies were delighted with the attention shown them.

The Ladies' Reception Committee was made up of Mesdames F. R. Warrick, Sr., F. R. Warrick, Jr., C. A. Addington, C. A. Geiger, J. A. Gunnell, H. L. Hannen, Fred Frederick, F. M. Speer, J. D. McKee, H. B. Lindley, J. O. Winn, C. G. Smith, G. W. Carter, and the Misses Louise Vogel-man, Ursula Hauber, Louise Naatz, Agnes Richardson, Dot Beems, Dell Rupert, Agnes Bauman, Hester Murray, Claire McAdoo.

Among the visiting ladies were Mesdames G. F. Birt, Cosby, Mo.; J. D. Curtis, Stella, Neb.; A. C. Harter, Sedalla, Mo.; Jno. Donan, Mound City, Mo.; Tobias Larson, Highland, Kan.; G. F. Kellogg, Skidmore, Mo.; J. F. Hughes, Osborn, Mo.; H. L. Emerson, Forest City, Mo.; C. E. Andrews, Helena, Mo.; W. C. Evans, Union Star, Mo.; J. C. Spahr, Skidmore, Mo.; H. C. Porter, Easton, Mo.; W. C. Porter, Easton, Mo.; R. L. Gross, Tarkio, Mo.; W. E. Mullen, Cosby, Mo.; L. Y. Cunningham, Kansas City; B. W. Walley, Kansas City; E. A. Allgaler, Easton, Mo.; Henry Lich-tig, Kansas City; A. R. Miller, St. Joe, and the Misses Helen Pickler, St. Louis, Mo.; Nadine Kincaid, St. Joe; Minnie Bal-ley, St. Joe; Anna Allgaler, Easton, Mo.; Jennie Thirlay, St. Joe.

THE GRAIN DEALERS JOURNAL is a valuable paper.—C. H. Bartlett, of Bartlett & Langille, Winnipeg, Man.

THE LIVE TRADE JOURNAL is working earnestly for better trade conditions. You can help it to even a greater influence by mentioning it when you write its advertisers.

#### Cort Addison in New Firm.

For fourteen years Cort Addison has been working hard at Kansas City, learning the finer points of efficiently serving the grain trade at the terminal market. He was connected for some time with Logan Bros., and for the past year has been manager of the cash grain dept of Orthwein-Matchette Grain Co. His efforts have culminated in the organization of the Addison-Benton Grain Co., of which he is president and manager. Offices were opened in the Kansas City Board of Trade bldg. Feb. 1. He is a member of the Kansas City and the Chicago Boards of Trade. Special attention will be given cash grain consignments, but futures will also be handled and shipping orders filled. C. H. Benton will be associated with Mr. Addison in the business, and will act as treasurer of the company.



Cort Addison, Kansas City, Mo.

#### Michigan Bean Jobbers Hold Mid-Winter Meeting.

The mid-winter meeting of the Michigan Bean Jobbers Ass'n was held in Detroit Jan. 24 and 25. The first session of the convention, on Wednesday afternoon, was opened by an address of welcome by Mr. Templeton, vice-president of the Detroit Chamber of Commerce. A response was made by E. L. Wellman of Grand Rapids.

Pres. W. J. Orr recommended that an appropriation be made out of the funds on hand to be used in inducing the growers to plant a larger acreage so that the Michigan pea bean will be kept in prominence as the best bean produced in the world. He also recommended that a com'te be appointed to confer with the Sec'y of State to have a law enacted at this session of the legislature that will require every thresher to report to the county clerk of each county the number of bushels threshed and the number of acres, etc.

An illustrated lecture on "Bean Diseases and Control of Same" by W. W. Gilbert, pathologist of the Bureau of Plant Industry, Dept. of Agriculture, Washington, D. C., dealt chiefly with anthracnose, the most prevalent disease in Michigan. Mr. Gilbert said: The bean is one of the most important of the vegetable crops. Its value last year was over 45 million dollars. Michigan is first in acreage devoted to beans, California is second and New York is third. A conservative estimate is that there was a two-million-dollar loss from diseases of the Michigan bean crop last year. Much of this loss could be prevented.

The Hon. Charles Denby, former consul-general in Austria-Hungary for this government, was next on the program. His address was entitled "Foreign Bean Statistics." Mr. Denby said it had been his positive experience that more fiction than truth goes into Austrian-Hungarian-Croatian-Moravian bean statistics and crop estimates.

The Hon. James N. McBride, market director for Michigan, presented an appeal for continued high prices to the growers for their product and favored a fixed minimum for farm products.

Prof. Muncie of the state Agricultural Experiment Station presented a plan to free the seed crop of Michigan from anthracnose and blight. The plan consisted of sending beans to Idaho and California, there to be raised and sufficient seed brot back to Michigan for the planting of the next year's crop. Prof. Muncie stated that a bill for an appropriation to carry on this work is now pending before the Michigan legislature, and that if funds are secured, the work will eventually be extended, with the help of the growers and jobbers, to include all of Michigan.

A motion that the Michigan Bean Jobbers Ass'n after Sept. 1, 1917, allow an increased broker's commission of 5 cents for 100-lb. bags, and 8 cents for 165-lb. bags was passed by the convention. The question of the adoption of the 100-lb. bag by the organization was referred to a com'te to investigate and present a recommendation to the convention at its September meeting.

A resolution was adopted disapproving sales of beans for remote future delivery.

E. L. Wellman proposed that the Michigan Bean Jobbers Ass'n utilize some of the surplus money in its treasury for the conduct of an organized advertising campaign in the country papers of Michigan, in which campaign farmers would be



urged to grow more beans. Mr. Wellman of Grand Rapids, A. L. Chamberlain of Port Huron and Tracy Hubbard of Mt. Pleasant were appointed a general publicity com'te, which under the direction of the board of directors should conduct the campaign.

W. J. Orr, pres., and Fred Welch, ex-pres. of the Ass'n, were appointed a legislative com'te to take such steps as are within their power to secure passage of certain measures before the Michigan legislature desired by the bean jobbers.

## Fertilizers Defined.

BY PROF. R. J. H. D'LOACH.

In this day while so much is being said on fertilizers, it is a good idea for us to pause and study the meaning of the word "fertilizers." Dr. Tait Butler of Memphis, Tenn. has recently given us some good information on this subject and we take pleasure in passing it along.

Commercial fertilizers are any materials sold on the market, or that enter into commerce, which contain nitrogen, phosphorus or potassium, any one, two or all of them, in a form suitable for feeding the crops.

Such materials, or commercial fertilizers, may contain only one of these plant foods, such as nitrate of soda, which supplies only nitrogen; acid phosphate, which supplies only phosphorus; or muriate of potash, which supplies only potassium. Or a material may supply two plant foods, like fish scrap, tankage, etc., which supply nitrogen and phosphorus, or nitrate of potash, which supplies nitrogen and potassium. Then, again, many materials supply all three plant foods, such as cottonseed meal and the so-called ready-mixed complete fertilizers.

There is much yet unknown about fertilizers, soil fertility and plant growth, but there are no secrets or secret methods known by one manufacturer or by one class of people which are not known by others. No mysterious combinations or proportions will produce the marvelous results claimed by some. The man who claims any mysterious or unusual effects for any fertilizer mixture, and offers a formula for sale, is a good man to leave alone. If he is not a fraud, he is at least ignorant of fertilizers and of the things known by those who know most about the subject. So far as we yet have any definite way of measuring or estimating, we must buy fertilizers for the plant foods—nitrogen, phosphorus and potassium—they contain in a form which the plants can use more or less promptly under normal soil conditions.

No man interested in the grain trade can afford to be without the Grain Dealers' Journal. I feel that it is one of the assets of my reading matter.—A. A. Walls, Lacrosse, Ind.

## Feedstuffs Movement in January.

Receipts and shipments of feedstuffs at the various markets during January, 1917, compared with January, 1916, were as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Chicago (lbs.)	55,171,000	51,127,000	64,818,000	71,584,000
St. Louis (sacks)	123,070	165,430	65,460	90,940
Kansas City (tons)	3,020	2,700	13,740	13,460
San Francisco (tons)	1,779	1,230	.....	.....
Milwaukee (tons)	1,472	17,622	9,839	17,781
New York (lbs.)	.....	4,526,000	284,640	481,400

## Feedstuffs

COZAD, NEB.—Arrangements have been completed for the erection of an alfalfa meal mill by the Omaha Alfalfa Milling Co., as soon as an acreage of 3,500 can be contracted.

BUFFALO, N. Y.—M. A. Donner, who for some time has been sec'y and treas. of the Chippewa Feed & Grain Co., has resigned and has established a new corporation to be known as the Buffalo Feed Co.

PETERSBURG, VA.—The Newsome Feed & Grain Co., Pittsburg, Pa., large dealers in millfeed, incorporated for a branch at this place with a working capital of \$25,000. C. O. Inglefield will be in charge.

A BILL (S. F. 232) amending the pure food act and requiring the name of each ingredient in preparation to be marked on package has been introduced in the Nebraska Senate by Messrs. Samuelson and Webster.

GOLDSBORO, N. C.—The Goldsboro Milling & Grain Storage Co. has engaged in the molasses feed mixing business, using 300 to 450 lbs. of cotton seed meal in every ton of molasses mixed feed, and turning out an average of 35 tons a day.

THE APPLICATION of a number of carriers, operating in Kansas, to increase the minimum weight on grain products from 24,000 to 40,000 lbs., both interstate and intrastate, will be heard before the Public Utilities Commission, at Topeka, Kan., Mar. 2.

MEMPHIS, TENN.—In the elevator of the Century Grain & Feed Co., whose plant was totally destroyed by fire recently, and on adjoining tracks were about 10,000 bus. of oats, fully covered by insurance. The owners purpose to rebuild the plant.

EAST AURORA, N. Y.—Fire recently destroyed Griggs & Ball's feed and flouring mill. About 8,000 bus. of wheat and a large quantity of feed, also seed for spring planting, were in the building. The loss is estimated at \$75,000, partially covered by insurance.

THE COMPLAINT of M. G. Rankin & Co., Milwaukee, against the C. & N. W. R. R. Co., alleging excessive freight charges on shipments of brewers' dried grains from Chicago to Wisconsin points, was heard before a representative of the Interstate Commerce Commission at Milwaukee on Jan. 22.

THAT CORN is superior to oats for horse feed is the result of an experiment conducted for 48 weeks at the Ohio Experiment Station with work horses. The cost of feeding the corn-fed horses, with corn at 80 cents. a bus., oats at 60 cents and hay at \$10 a ton, was \$85.65 for the 48 weeks; compared with a charge of \$122.19 for the horses given oats.

EAST ST. LOUIS, ILL.—William Busekrus, twenty years old, was crushed to death recently at the plant of the Alfalfa Milling Co., manufacturers of mixed feeds. Busekrus entered the grinder to adjust one of the large steel blades. The power which propels the grinder had been shut off before he entered the compartment, but in some unknown manner was started again before he could escape.

SAVANNAH, GA.—We started operations Apr. 1 with a capacity of 100 tons mixed molasses feeds and 600 sacks cornmeal, and are running full time. We are installing a Gruendler Hay Grinder and additional cornmeal machinery bot of Sprout, Waldron & Co., and are building a hay warehouse 150x60 ft.—Fred G. Beckmann, manager Savannah Milling Co.

THE CLASSIFICATION of TANKAGE, a packing-house product used extensively for feeding purposes, will be raised from Class E to class D. This was the result of a compromise reached at a meeting of carriers and shippers before a member of the Interstate Commerce Commission recently. The carriers wanted it raised to class C. The effect will be to advance somewhat the freight rate on this commodity.

THE OKLAHOMA Cottonseed Crushers Ass'n having come to an agreement with the railroad companies on a proposed schedule of rates on cake, meal and hulls from Oklahoma to northern and western states, the Interstate Commerce Commission has annulled its order in the case effective Feb. 15, limiting the increase to 1 cent per 100 lbs., and granted the carriers leave to put in the agreed schedule.

EAST ST. LOUIS, ILL.—The Republic mill, which had recently been leased by the Golden Grain Milling Co., manufacturers of mixed feeds, suffered a loss by fire of \$80,000 to stock, machinery and the building, which was covered by insurance. The company has rented the old plant of the Alneeda Mills and will begin business at once while the new plant, which also burned recently, is being rebuilt. The new mill will be of concrete and modern in every detail.

MANUFACTURERS of feed stuffs are compelled to pay an unjust tax in Oklahoma from which they receive little or no benefit. A tax of 10 cents a ton is placed on all commercial feeding stuffs in the state. The receipts from this source from Dec. 25, 1915 to Dec. 20, 1916 aggregated \$32,665.09 and the feed inspection expenses, for which the fund is used, amounted to \$13,357.11, making a net earning of \$19,307.98. The state government is not only compelling the feed manufacturers to pay for the employment of an army of traveling inspectors, but is accumulating a large surplus from the exorbitant tax.

COTTONSEED MEAL is generally inferior in quality this year, according to the Ohio Agricultural Experiment Station. Fine grinding and adulteration with feeds of lower value are means used to make a low-grade product. A five-ton lot of cottonseed meal bot by the Experiment Station was guaranteed to contain 38.5 per cent protein, but one sample analyzed 27.3 per cent and a second only 17.4 per cent. It contained a large amount of finely ground hulls, which have a lower feeding value than oat straw or corn stover. A carload lot also contained less protein than guaranteed. Of ten brands in the latest inspection bulletin of the Ohio State Board of Agriculture nine were below their guarantee.

THE NEXT GOVERNMENT crop report, to be issued Mar. 8, will give the stocks on hand on farms of wheat, corn, oats and barley, and the percentage of the 1916 corn crop which was of merchantable quality.

## Seeds

PHILADELPHIA, PA.—The Atlantic Seed Co., incorporated with a capital stock of \$16,000.

THE AMERICAN SEED TRADE ASS'N will hold its next convention at Detroit, Mich., June 19.

BRITISH blockade restrictions on importation of clover seed into Norway have been abolished.

KANSAS CITY, MO.—Kaffir corn is selling at \$2.70 per cwt. in this city for seed. Some kaffir corn that had been shipped to Chicago was ordered returned.

OKLAHOMA CITY, OKLA.—Senator Terman has introduced a bill providing that county commissioners may give consent to the sowing of Johnson grass.

FT. COLLINS, COLO.—The Ft. Collins Seed & Transfer Co. has remodeled its storeroom to make it more convenient and has put in a number of new seed bins.

PIERRE, S. D.—The South Dakota Alfalfa Seed Growers Ass'n has been incorporated with a capital stock of \$10,000 by A. Howes, John McPherson and E. Crew.

TWO STEAMERS each carrying a large quantity of seed are considerably overdue at London and have probably been sunk. English crop is small and the quality poor.

THE SPECIAL MEETING of the Wholesale Grass Seed Dealers' Ass'n, held at the Hotel Sherman, Chicago, Jan. 29, was largely attended. The greater part of the meeting was devoted to the discussion of trade rules and seed legislation.

DALLAS, TEX.—The Dallas Seed & Produce Co. has been organized to buy and sell seeds. Paid in capital stock, \$6,000. Directors of the new company are Orland T. Hatfield, Thos. J. Hatfield, Thos. L. Hatfield and Fred P. Davis.

MINNEAPOLIS, MINN.—A consignment of eight cars of Manchurian flaxseed was received recently by Randall, Gee & Mitchell Co. This is the first time in the history of the local trade that Manchurian flaxseed was received. It was poor seed and sold for shipment.

HUTCHINSON, KAN.—Young & Son, seed dealers, will soon commence the construction of a large concrete warehouse which will contain the most modern equipment for handling seeds and grain. The location is adjoining the Santa Fe tracks and a switch will be run to the building.

DENISON, IA.—Albert Weiss has purchased the half interest in the Denison Seed Co., formerly held by E. C. Baum. The business is now owned by Albert Weiss and his father, Jacob Weiss. Recent improvements have been made in the plant, and other extensions are contemplated.

AULON, TENN.—The elvtr., feed mill and other buildings, owned by the United States Feed Co., burned Jan. 24. The elvtr., which contained between 8,000 and 10,000 bus. of oats, was leased to the Century Grain & Feed Co. Estimated loss, \$30,000, covered by insurance. The fire was said by two negroes to have started in a box car adjacent to the elvtr. Rebuilding plans are under consideration. Yeggmen are reported to have badly wrecked the office Jan. 22.

RESULTS OF PURITY TESTS, according to bulletin 416, New York Agricultural Experiment Station, show that of 323 official samples of seed from dealers' stocks 4.6 per cent were found to be violations of the seed law. Samples from correspondents for testing purity numbered 777, a decrease as compared with the previous year.

THE BONER PURE SEED BILL, introduced in the Texas House of Representatives, and amended by Mr. Raiden, to place small package garden seed under the regulation of the measure and to exempt one farmer selling direct to another farmer from the labeling, wrapping and certification requirements, was reported favorably by the Com'te on Agriculture.

ROSWELL, N. M.—J. B. Gill, who was forced to retire two years ago on account of his health, has now completely recovered and reopened the Roswell Seed Co. for business at the same store. New fixtures have been installed thruout the building, and the Roswell Seed Co. is beginning with a new stock of seeds and will conduct a wholesale, retail and mail order seed business exclusively.

WINNIPEG, MAN.—Hon. Valentine Winkler, minister of agriculture, announced recently that he will introduce a bill at the present session of the legislature authorizing municipalities to purchase and sell seed grain to farmers. The bill will probably provide for loans from the government to the municipalities for the purchase of the seed grain. A similar bill was passed by the Roblin government in 1915, but it was operative for one year only. Mr. Winkler has received many complaints from tenant farmers who are not able to purchase seed grain.

AUSTIN, TEX.—In a night conference with the representatives of the seed people H. B. Dorsey, sec'y of the Texas Grain Dealers Ass'n, worked out a practicable pure seed bill. Mr. Dorsey says: It is generally agreed, so far as I have heard from our members, that a reasonably pure seed bill would be desirable, but House Bill No. 8 is considered impracticable and burdensome to the grain dealers who handle field seeds, and in this conference all such provisions were eliminated, and I believe the bill, as agreed upon, will prove beneficial to all, and feel that the com'te will accept and report it out. I do not believe House Bill No. 8 can be passed by the House or the Senate, altho it is now before the House, having been favorably reported by the Agricultural Com'te.

THE HIGHEST YIELDS of the varieties of oats tested for six years by the University of Illinois Agricultural Experiment station, according to Bulletin 195, were produced by Silvermine, Schoenen, and American Banner. Great American, Scottish Chief, and White Kherson (Iowa 103), which have been tested for only two years, have given very satisfactory yields. A six-year average, covering 32 tests with seed oats from the northern states and Canada and 34 tests with home-grown oats, showed that the northern-grown seed produced 3 bus. more per acre than the home-grown seed. The highest yielding varieties of oats tested for central Illinois were Sixty Day, White Bonanza, Siberian, Schoenen, Silvermine, Irish Victor, Swedish Select, and American Banner. These varieties have been grown for six or more years at Urbana. Other promising varieties are Great American, Yellow Kherson (Iowa 105), Big Four, and Wisconsin Pedigree No. 1.

OF 323 official samples of seed from dealers' stocks 4.6 per cent were found to be violations of the seed law by the New York state agricultural experiment station. Samples from correspondents for testing the purity numbered 777, a decrease as compared with the previous year. Samples of orchard grass showed in some cases intentional adulteration with chaff and inert matter. Over 10 per cent of the alfalfa seed samples contained dodder, in one instance to the extent of 2.5 per cent.

A PURE SEED BILL, known as H. B. 98, has been introduced in the lower house of the Kansas legislature by Mr. Campbell of Bourbon. The bill makes it a misdemeanor for any dealer or other person or corporation to sell mixed seed not plainly branded as such, and provides a fine of from \$10 to \$50 for the first offense and not more than \$200 for each succeeding offense. Labels stating plainly the different seeds in any mixture and the name of the dealer, are required. Selling seeds of Johnson grass, bind weed, or dodder is absolutely prohibited. A standard of vitality is fixed as follows: 40 per cent for grass seed; 60 per cent for alfalfa, clover, kaffir, milo maize, broomcorn, feterita and Sudan grass; and 75 per cent for all other seeds.

### From the Seed Trade.

LOUISVILLE, KY.—Seed dealers have had larger business during January, 1917, than in January 1916. Part of this was due to selling previous to Jan. 1. The outlook for spring trading is very good. Stocks in this market are only moderate and I think there will be a large demand for clover especially. Orchard grass seed has advanced somewhat and stocks held are only fair. Kentucky blue is in strong position. Not much alfalfa sold for spring seeding, mostly for summer. Market in fairly strong position. Cow peas reported short in the Southern section. Millet in Tennessee fair crop but Western short. I think there will be a good active trade in all lines of seed.—C. F. Wood.

TOLEDO, O.—April clover seed fairly active at about 60 cents discount under March. Looks cheap if demand continues well into May as many figure will happen. In the old days season usually ended early in April and a smash would

### Timothy Seed Movement in January.

Receipts and shipments of timothy seed at the various markets during January, 1917, compared with January, 1916, were in bushels, as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Chicago (lbs.)	2,149,000	1,431,000	2,921,000	1,892,000
Milwaukee (lbs.)	518,190	632,770	119,000	322,099
Cincinnati (bags)	952	1,738	2,468	1,858
Toledo (bags)	509	1,076	1,999	501

### Clover Seed Movement in January.

Receipts and shipments of clover seed at the various markets during January, 1917, compared with January, 1916, were in bushels, as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
Chicago (lbs.)	680,000	880,000	1,085,000	1,125,000
Milwaukee (lbs.)	222,137	680,207	159,875	808,899
Cincinnati (bags)	5,190	8,473	4,470	2,532
Toledo (bags)	4,276	5,179	8,525	4,023
New York (bags)	1,224	.....	1,259	.....

\*Includes timothy seed.



come. Trade now figures more seed is consumed in May than April. In fact, red clover is getting to be more of an all year 'round proposition every year. Why then run away from the April at this discount? October, which means new seed of the 1917 crop, is very active. Surprising the amount of trade so far and at prices above the general run at this time of year. A year ago this week the first trade in October was made at \$9.00. Later a decline came before it struck its stride and still later in season advanced sharply.—J. F. Zahm & Co.

St. JOSEPH, Mo.—The yields of red clover, timothy, and alfalfa seeds in territory adjacent to us were all good. Much of the seed, however, was off color and in consequence good qualities have been in demand and largely cleared from the market. The timothy supply will doubtless prove larger than can be used. The difficulty of exporting has contributed in no small measure to the accumulation of stock in the home markets. Alfalfa supply may also prove larger than the demand, but the surplus will consist mainly of grades more or less unsatisfactory. Meadow fescue, Kentucky blue and orchard grass have proved to be comparatively short crops, and will be practically used up ere the season is over. Cane, kafir corn and millet are all in shorter supply than usual and values accordingly enhanced.—Mitchell Seed Co.

GALT, Mo.—The timothy crop in this section was the largest that it has been for years but practically all of it has been sold to dealers so that very little is now in the hands of farmers. There has been a large acreage seeded to timothy in this section in the last two years and our trade in this commodity is still good. Clover was about a normal crop and trade is about an average on clover. German millet is our principal seed crop in this locality. This was a fair yield on a very small acreage. Owing to the strong prices which was paid by dealers last fall the farmers have sold everything in this line and what is left is now in the hands of dealers. Our car lot trade on millet has been good so far and we believe all the seed available will be needed before the end of the season. We believe the last few days of cold weather has done immense damage to the wheat crop and on this account as well as the shortage in cane and kafir will give us a strong market for this article a little later.—D. H. Clark & Sons.

LONDON, ENG.—The English crop of red clover is short and of medium quality. The majority of the choice samples of English seed held over have been picked up by retailers. France has a fair crop this year; also Chile. America and Canada are the most favoured countries as regards crops this season; prices are high because of the greatly increased rates of freight and insurance. Italy, a small crop. English white clover a fair crop; supplies coming to market slowly. Several parcels of Russian seed

have reached this side but have been quickly absorbed. The production of wild white clover is increasing; also the demand; and as the yield of seed is small high prices are commanded. Alsike is a good crop of fine quality in America and Canada. As yet very little English or French seed has come to market, but supplies are expected to increase when the weather is more suitable for threshing. Trefoil is a fair crop of medium quality in England; prices moderate. Lucerne a good crop of fine quality.—C. W. Le May & Co.

TOLEDO, O.—February is usually a month of moderate price changes in clover seed. Last year there was practically no net change. Most recent years show clover loses ground during February. Any bulges usually temporary affair. Buyers hold off if they do not like prices. Season has been growing later in recent years. Often good trade well into April. April shipments last year were heaviest of the season. High prices tend to defer demand. Current quotations are under year ago but are relatively high. Dealers don't care to load up with expensive seed. Holders must be patient. Usually some get tired and throw holdings overboard. Most have shown patience thus far. Prices recently had moderate advance on increased demand. The big demand is still ahead. Is there shortage of seed for domestic needs? Probably not. If we had to supply Europe, it would be different matter. That foreign demand has not developed. International complications are against any large exports of clover. Some European clover keeps coming in. Imports at New York last week were 2,731 bags. This is time of decreasing stocks. February receipts often show falling off from January. Last year they were much larger, owing to large imports. Receipts usually increase in March but shipments increase at much faster rate and net result is decided decrease.—Southworth & Co.

## Grading of Alberta Timothy Seed.

The government interior terminal elevator at Calgary, Alberta, has been equipped with the necessary machinery for handling and cleaning Alberta timothy seed, and timothy grades are now offered as in the grain trade, says Geo. H. Clark, seed commissioner, Ottawa, Ont. Timothy seed is received in bags which are returned to the shipper, each lot being kept separate. After the seed is cleaned and graded, warehouse receipts are issued for the next weight and grade or grades, and the different lots of the same grade are then bulked. The total charge for receiving, cleaning, elevating, sacking and unloading from elevator is 5 cents per cwt.

The names and addresses of shippers of Alberta timothy seed, together with the total quantities in pounds of grades Nos. 2 and 3 and rejected in storage at Calgary elevator up to Dec. 30, 1916, are as follows: South Alberta Hay Growers, Ltd., Pincher Creek, 41,230; J. J. Braniff, Pincher Creek, 41,230; J. M. Davidson, Coaldale, 65,300; S. S. Sidles, Coaldale, 14,900; W. H. Pawson, Coaldale, 12,120; Stewart Bros., Penhold, 1,780; A. E. Strandberg, Clive, 360; W. Wilson, Bowden, 5,970; S. M. Fisher, Bowden, 1,300; A. Mongeon, Bocket, 12,730; Simon Downie & Sons, Carstairs, 13,530; Grain Growers Grain Co., Cowley, 2,400; C. Elton, Cowley, 530; A. Crosbie, Three Hills, 3,700; A. E. Wight,

Crossfield, 1,200. The total number of pounds of grade No. 2 is 747,680; grade No. 3, 106,380, and rejected, 8,170.

These quantities represent approximately twenty cars, which is about half of the total quantity available this season. Last year nine carloads comprised the Alberta shipments. About four hundred carloads are imported annually to supply Canadian needs.

## Proposed Federal Seed Law.

Rep. Byrnes of South Carolina on Jan. 12 introduced in the House of Representatives, H. R. 20044, a bill "To regulate commerce in adulterated and misbranded seed, and to prevent the sale and transportation thereof and for other purposes." It provides:

That the introduction into any state or territory of any seed or bulbs adulterated within the meaning of this act is prohibited; and any persons who shall ship or deliver for shipment from any State or Territory or the District of Columbia to any other State, Territory, or the District of Columbia, or who shall receive in any State or Territory or the District of Columbia from any other State or Territory or the District of Columbia, and having so received shall deliver, in original unbroken packages, for pay or otherwise or offer to deliver to any other person any seed or bulbs adulterated or misbranded, within the meaning of this Act, or any person who shall sell or offer for sale in the District of Columbia or any Territory of the United States any such adulterated or misbranded seed or bulbs, shall be guilty of a misdemeanor, and for such offense be fined not exceeding \$200 for the first offense, and upon conviction for each subsequent offense not exceeding \$300, or be imprisoned not exceeding one year, or both, in the discretion of the court.

That the Secretary of Agriculture shall make uniform rules and regulations for carrying out the provisions of this Act, including the collection and examination of specimens of seed and bulbs offered for sale in the District of Columbia or in any Territory of the United States, or which shall be offered for sale in unbroken packages in any State or Territory other than that in which they shall have been produced, or which may be submitted for examination by the chief agricultural official of any State, Territory, or the District of Columbia.

That the term "seed" as used in this act shall include all vegetable, flower, cereal, grass, clover, forage plant, and other agricultural and horticultural seeds intended for seeding purposes.

That for the purpose of this Act seeds and bulbs shall be deemed to be adulterated if any seeds or bulbs contain, respectively, dead seed, or weed seed, or dead bulbs, or any other substance materially reducing the value for seeding and planting purposes.

That for the purpose of this Act seed and bulbs shall be deemed to be misbranded:

When one kind of distinguishable variety of seed or bulbs shall be offered for sale under the name of another kind or distinguishable named variety of seed or bulbs.

If in package form and the contents are stated in terms of weight or measure, they are not plainly and correctly stated.

If the article be falsely labeled or branded as to the State, Territory, locality, or country in which it is raised or produced.

That no dealer shall be prosecuted under the provisions of this Act when he can establish a guaranty, signed by the wholesaler, jobber, or other party residing in the United States from whom he purchases such articles, to the effect that the same is not adulterated or misbranded within the meaning of this Act, designating it.

That this Act shall take effect and be in force upon the expiration of six months after its passage.

WE WOULD find it hard to be without the Grain Dealers Journal.—Thomas Wilson, Inc., Marlette, Mich.

THE TENTATIVE WHEAT GRADES have been announced by the Department of Grain Standardization. Hearings will be held before they are finally promulgated.

## Flaxseed Movement in January.

Receipts and shipments of flaxseed at the various markets during January, 1917, compared with January, 1916, were in bushels, as follows:

	Receipts.		Shipments.	
	1917.	1916.	1917.	1916.
New York	650,000	6140,000	.....	.....
Minneapolis	544,260	319,470	57,420	108,700
Duluth	302,422	463,734	89,014	28,298
Winnipeg	283,800	132,250	.....	.....
Chicago	55,000	36,000	9,000	.....
Milwaukee	39,000	67,710	.....	.....
Kansas City	.....	1,000	.....	1,000

## Grain Carriers

THE SOUTHERN PACIFIC, according to announcement made by Pres. William Sproule, will build 2,000 box cars at its Sacramento shops.

A BILL (H. R. 788) to remedy car shortage thru increasing railway commission's powers, has been introduced in the Nebraska House by Mr. Dorsey.

ARROWSMITH, ILL.—F. L. Warner has 125,000 bus. of grain to ship and no cars. His elevator is full and he has grain stored in buildings of the different farmers.

UNABLE TO GET CARS from the Vandalia the Minier Grain Co., Minier, Ill., filled wagons and hauled to a car on the Alton tracks and loaded with a portable elevator.

TARIFFS PROPOSING to reduce the free time at Atlantic ports from 15 to 5 days on export freight are suspended by the Interstate Commerce Commission until June 1, 1917.

A BILL (S. F. 240) relating to filing of application for freight cars and advance of fees and designed to abate car shortage troubles has been introduced in the Nebraska Senate by Messrs. Adams and Dawes.

A FREIGHT CAR was bot by Elvis Weathers, manager of the Newman Grain Co., Newman, Ill., and is being used successfully for shipments of grain on the short run to Indianapolis, being returned for another load in 5 or 6 days. The cars cost \$575 apiece.

A REDUCTION of approximately 1 cent per 100 pounds in rates on corn in carloads from Valley, Waterloo and Elkhorn, Neb., to Kansas destinations, including Wamego, St. George and Sullivan, has been ordered by the Interstate Commerce Commission.

TEN WAGONS are being used by the grain dealers at Flat Rock, Ind., to ship out grain on account of the breakdown of railroad transportation thru the car shortage. The corn is being hauled to the starch works at Edinburg. More wagons are being added as fast as obtainable.

SUIT for \$358,251 against the Pennsylvania railroad and the Central Elevator Co. of Baltimore, Md., has been brot in the United States Court by the Naam Looze Vennott Schap of The Netherlands, owner of the steamship Willem Van Driel, for damage to that vessel and her cargo of wheat in the elevator fire last June.

The number of vessels passing thru the Panama Canal in November, 1916, was 148, with a net tonnage of 436,204, and carrying a cargo of 519,043 long tons. Seventy-six of this number, with a cargo of 320,325 long tons, passed from the Pacific to the Atlantic. The tolls earned during the month amounted to \$420,115, of which only \$1,195 came from ships engaged in United States coastwise trade. Nearly one-half of the ships were of British nationality, or approximately twice the number registered under the United States flag, and five times the number of Norwegian vessels, the next highest respectively, in number. The number of ships passing from ocean to ocean was seven per cent below the total for October, when 158 ships made the transit.

A REOPENING of the Shreveport rate case was ordered by the Interstate Commerce Commission on Feb. 2 upon the petition presented by the Attorney-General of Texas, the Texas Railroad Commission and others, but in doing so the Commission left in effect its order of last July prescribing new rates on commodities between Shreveport and points in Texas.

THE APPORTIONMENT of grain cars among shippers was the subject of a day's hearing before the Illinois public utilities commission. It was decided that representatives of the railroad companies and the grain shippers should get together and formulate a rule among themselves, which they should submit to the commission for a rule to be entered by the commission.

REPARATION was awarded the Wamego Seed House & Elevator, Wamego, Kan., by the Interstate Commerce Commission finding that the rates assessed by the Union Pacific R. R. on corn in carloads from Valley, Waterloo, and Elkhorn, Neb., to certain destinations in Kansas were unreasonable and unjustly discriminatory, and the railroad was required to remove the discrimination.

THE INTERSTATE COMMERCE COMMISSION denied the application of the carriers to make effective, on short notice, proposed changes in diversion and re-consignment regulations and charges. It will now be necessary for the carriers to publish tariffs giving statutory notice of proposed changes, which will be subject to suspension by the commission on complaint of shippers.

THE CASE affecting the control of the Chesapeake Bay boat lines, operated by the Pennsylvania Railroad, has been reopened by the Interstate Commission. The commission had previously decided that the railroad would have to divest itself of the control of certain lines running to Eastern Shore (Md.) points, but at the request of the Baltimore trade organizations the effective date of the order was postponed.

THE FOLLOWING BILLS affecting railways have been introduced in Congress: H. R. 20256, to amend Sec. 1 of the act to regulate commerce by inserting in the second paragraph the words "and the term 'car service' as used in this act shall include the exchange, interchange and return of cars used in the transportation of property by any carrier, subject to the provisions of this act." H. R. 20352 by Mr. Esch, and H. R. 20358 by Mr. Oliver, to increase the power of the Interstate Commerce Commission with respect to the interchange of cars.

THE WISCONSIN Railroad Commission has issued a decision in the case of J. N. Tittmore, Omro, representing shipping ass'ns of the Fox river valley against the large railroad companies operating in Wisconsin. According to Harry M. Stratton, vice president of the Donahue-Stratton company and chairman of the transportation committee of the Milwaukee Chamber of Commerce, the decision will not affect the grain trade as it does not affect commodity rates under which all grain is shipped. It deals especially with classes one to four, which apply to shipments of less than carload lots. The order is directed against the Milwaukee, Soo, North-Western and Omaha railroad companies and becomes effective May 1. The present maximum distance tariff is abolished, a new distance class rate tariff taking its place.

OHIO SHIPPERS are opposing the progressive increase in demurrage before the state commission on the ground that the federal body did not allow the advance in demurrage as the result of a hearing on the matter. Going farther, they contend that there was no such investigation conducted as contemplated by law, and that the authority to make the temporary increase was granted without formal hearing and was in the nature of an experiment, in the hope that it might, in some measure, help in the car shortage and railway congestion situation.

THE INTERSTATE COMMERCE COMMISSION was requested to suspend the recent advance allowed on export rates on corn, in an appeal by Messrs. E. M. Wayne, H. I. Baldwin and Sec'y Hitchcock of the Illinois Grain Dealers' Ass'n. These rates adversely affect thousands of bushels previously contracted for on former rate basis, and if the new rates are enforced before these contracts are filled, the losses will be heavy to shippers who have not been able to move out their grain on the old rates.

THE MEMBERS of the com'te appointed by Pres. Livingstone of the Lake Carriers' Ass'n to meet with com'tes of the Grain Clearance Corporation, the Great Lakes Transit Corporation and the Dominion Marine Ass'n for the purpose of continuing the work are as follows: Harvey D. Goulder, John J. Boland, A. Kelly and George A. Mann. There is still considerable grain afloat at Buffalo and the members of the com'tes will probably not meet until March, when they can get a better line on the work.

A COMPLAINT against the legality of the demurrage charges authorized by the Interstate Commerce Commission was filed with the commission by W. P. Trickett, general manager of the Minneapolis Traffic Ass'n. The position taken by the Minneapolis Traffic Ass'n is that these demurrage charges not only do not relieve the freight congestion but do result in unlawfully increased transportation charges on grain consigned to the Minneapolis market, and therefore against grain producers of the entire Northwest.

SUIT for a WRIT OF MANDAMUS to compel the M. & St. L. R. R. to reassign a car of corn now standing in the Peoria yards, has been brot by V. H. Belmont of Eldorado, Ia. The car was consigned by Mr. Belmont to himself at Peoria, notify the E. B. Conover Grain Co. The consignee now wants to reassign the car to Baltimore, Md., and the railroad refuses to accept the billing. This is in line with the provision in the M. & St. L. shipping rule which provides that no M. & St. L. equipment shall be allowed to move off of its own lines.

REPARATION was awarded Herb Bros. & Martin of Pittsburgh by the Interstate Commerce Commission finding that demurrage charges assessed by the Pittsburgh, Cincinnati, Chicago & St. Louis Ry. Co., on a carload of bran, shipped from Chicago, Ill., were not authorized by the railroad's tariffs. Written notice of the arrival of the shipment was furnished Herb Bros. & Martin, the complainants, by the railroad on the date the car reached Pittsburgh. This notice showed the number of the car in which the shipment arrived, but failed to show the point of shipment, the original car number, or that the shipment had been transferred in transit, as provided in the demurrage rules of the railroad.



INCREASED RATES on grain from Barnesville, Md., to Harrisonburg and Woodstock, Va., for milling, and of the products from the milling stations to points in North Carolina and South Carolina, resulting from the cancellation of transit arrangements and joint rates were found not justified by the Interstate Commerce Commission Dec. 1, 1916, in the complaint of W. W. Darby and Hatton D. Brown, Sellman, Md., against the B. & O. R. R. et al.

INCREASE of 1 cent a hundred pounds on grain, grain products and by-products, from Chicago and Central Freight Ass'n territory to Atlantic ports for export has been allowed the railroads by the Interstate Commerce Commission in a decision rendered Jan. 16. This reverses the decision made a year ago. The reversal is made "in the light of additional evidence." Export rates have always been below the domestic rates, and still are. The change also applies to flour.

THE PROPOSED CHARGES for bulkheads used in separating various kinds of grain loaded in the same car were suspended by the Illinois Public Utilities Commission until June 1, pending a hearing, in an order issued by order of the Commission, at Springfield, Ill., Jan. 24. The proposed charges were filed by the Chicago, Rock Island & Pacific Ry. and stated in Supplement No. 33 to Freight Tariff No. 9065, I. P. U. C. No. 3, Supplement No. 9 to Freight Tariff No. 10389-D, I. P. U. C. No. 133, Supplement No. 48 to Freight Tariff No. 15388-D, I. P. U. C. No. 8, Supplement No. 14 to Freight Tariff No. 21010-B, I. P. U. C. No. 91, Supplement No. 9 to Freight Tariff No. 27321-A, I. P. U. C. No. 132.

THE COMMISSION has suspended from Feb. 1 until June 1 the operation of certain tariff schedules of the Santa Fe Ry. and other lines which contain a proposed new rule which would in many instances increase from \$2 to \$4 per car the charge for switching grain or seeds at various points in western trunk line territory. The rule is substantially as follows: For the use of carrier's power or equipment, or both, at grain elevators or warehouses in connection with carload shipments of grain or seeds which, for any cause beyond the carrier's control, are "runby" or "setback," a charge of \$2 per car will be assessed for each movement. If a car is delivered to connecting line and subsequently returned to the original elevator or warehouse, lawfully published charges for such additional service will be assessed.—H.

THE AGGREGATE net tonnage of the ships passing thru the Panama Canal during the period from the beginning of the fiscal year 1915 to Dec. 1, 1916, in which the cost of operation and maintenance was \$13,976,249.85, was 8,725,689 tons, according to the rules for measurement for the canal. The proportionate cost was, accordingly, \$1.6017 per ton. Tolls are levied at the rate of \$1.20 per net ton for ships carrying cargo or passengers and 72 cents per ton for ships in ballast, with the regulation that the sum shall not exceed the amount secured by multiplying the net tonnage according to United States rules of measurement by \$1.25. During the fiscal year 1916 this proviso reduced the tolls by \$390,714.95, a loss of 14.9 per cent. The total of tolls collected to December 1, 1916, was \$9,014,701.65. Distributed over the aggregate net tonnage, the tolls averaged \$1.033 per net ton.

A RETURN to the freight and parcels rates of three years ago and allow the 5 per cent general increase in rates authorized by the Interstate Commerce Commission one year ago were given as the solution of the difficulties in the way of continued operations on Lake Michigan as a freight carrier of the Great Lakes Transit Corporation, a Lake Michigan water carrier. This proposal was laid before Commissioner Daniels at a hearing recently in Washington, D. C. J. S. Brown and H. J. Campbell, representing the Chicago Board of Trade, said they were willing to accept any arrangement or compromise agreement that would not fall on the shippers of Chicago with additional cost.

THE TEXAS COMMISSION recently adopted the following regulation on intrastate traffic: When shippers order cars of certain dimensions or weight carrying capacity, and cars of larger dimensions or great weight carrying capacity are furnished at the convenience of the carrier, the minimum weight for cars of the size or capacity ordered, as provided in the tariff applicable to the transportation of the commodity to be hauled, shall be protected, unless actual weight of the shipment is greater; provided the shipment made could have been loaded into a car of the size or capacity ordered by the shipper. When car of larger dimensions or greater weight carrying capacity than ordered by the shipper is furnished at the carrier's convenience, the way-bill shall show size or capacity of car ordered and date of order, and shall also show that the car used was furnished at the carrier's convenience. Way-bill shall also show size or capacity of the car furnished, in addition to its number and initial.

A CLEARANCE BILL is to be drafted by representatives of the railroad companies and the labor unions as the result of the hearing by the Senate Com'te on Interstate Commerce Jan. 26 on Senator Thompson's bill, S. 6550. W. W. Atterbury, vice-president of the Pennsylvania Railroad, filed with the committee a detailed estimate showing that it would cost the Pennsylvania over \$61,000,000 to comply with the provisions of the bill on the lines east of Pittsburgh, although in 1914 only 11 train employees on these lines had been killed in accidents due to obstructions and this number had been reduced to nine in 1915 and to seven in 1916 and conditions were being greatly improved as a result of the work of safety committees. With the same expenditure of money, Mr. Atterbury said, he could enclose the entire property with a fence that would keep out trespassers and prevent accidents to trespassers which had resulted in the death of 228 persons in 1915, or he could eliminate dangerous grade crossings which had resulted in 80 deaths in 1915. No one was there to explain to the Com'te what it would cost grain elevator operators to move their elevators along the rights-of-way.

A DISCUSSION of Marquis wheat in sub-humid, semiarid, arid, and irrigated sections is given in U. S. Dept. Agr. Farmers' Bul. 732, C. R. Ball and J. A. Clark. The recommendations are based on experiments in 13 states. It is shown to compare favorably with other spring wheats in subhumid sections, but it is not recommended for any territory west of the Rocky Mts., either with or without irrigation. Marquis is shown to be a first class milling wheat.

## Grain Transportation on the Great Lakes.

A net increase of 1,369 tons was made in Great Lakes transportation facilities of the Lake Carriers Ass'n during the year 1916, despite the sale of a number of vessels for foreign and coastwise trade and the loss of several others in storms. Grain to the amount of 10,555,975 tons was transported during the year, compared with 11,098,815 tons in 1915 and 9,793,850 tons in 1914. New grain cargo records were established in 1916, the Canadian steamer W. Grant Morden clearing with 490,724 bus. of wheat on July 16, and on another trip taking 433,000 bus. of wheat and 64,000 bus. of barley.

The rate paid for winter storage of grain was the highest ever recorded in the history of lake transportation. On March 18 a rate was fixed of 5½c for the opening trip, 5c for the first half of May and 4½c for the last half; but the price advanced to 6c with a dispatch guaranty on March 22. The rates remained at 5 cents in April, and 4½ cents in May and June, but the price advanced to 5c early in July, and on July 25 went to 5½c. Some contracts were let in August at 4 cents, but the price was usually 4½ cents, until November when charters were made at 3 cents, while rates at the close of navigation were 4 cents to unload and 4½c to hold.

During the past year the Grain Clearance Corp. lost its capital stock of \$40,000, besides incurring additional indebtedness of \$19,000. The president of the corporation has asked the ship owners for a contribution of 12 cents per thousand bus. to liquidate the latter indebtedness. At a recent conference a com'te of the Lake Carriers Ass'n was appointed to confer with the Grain Carriers Corp., the Great Lakes Transit Corp. and the Dominion Marine Ass'n of Canada concerning a basis for the future operation of the Grain Clearance Corporation.

A DIET OF CORN and other starchy foods does not cause pellagra, but the disease is caused by inadequate sewage disposal. This is the conclusion of the Thompson McFadden Comm. of New York, after exhaustive study. It also reports that the disease is contagious, contrary to the findings of Federal investigators.

## "Bad Order" Mark to Retain Cars.

It seems that the Minneapolis grain buyers have a habit of paying several cents extra for grain in certain foreign cars and when the cars are delivered at their plants they are chalk-marked "Bad Order." It also seems one road wants equipment to carry trans-continental grain to destination and uses this underhanded method to get the foreign cars back on their line so they won't have to use their own equipment.

Some of the cars marked "Bad Order" are fresh from the shops in some instances and the shippers are advised to keep a sponge on hand to remove the marks when there is every appearance of the cars being in good order.

Verily this car shortage is causing strange actions and the railroad man that marks a perfectly good car "Bad Order" for reasons of his own is putting a fraud on the public and should be called to account. Crookedness is crookedness whether it consists of stealing pretzels or pastry.—Market Record.

# Grain Trade News

## ARIZONA

Safford, Ariz.—The Gila Valley Flour & Mfg. Co. has prepared plans for the erection of an elevator and mill at a cost of \$100,000. Four large and 2 small grain tanks, with a capacity of 100,000 bus., will be constructed. Ground will be broken about Mar. 1.

## ARKANSAS

Little Rock, Ark.—The H. K. Cochran Co. has completed the addition to its elevator and warehouse.

Little Rock, Ark.—Work is progressing on the 15,000-bu. concrete elevator under construction for the Darragh Co.

Ft. Smith, Ark.—The Durrett Flour & Grain Co. incorporated; capital stock, \$20,000; incorporators, S. M. Durrett, pres., W. S. Gunning and J. H. Staley.

Clarksville, Ark.—The Laser Grain Co. will erect a large brick grain warehouse to replace its old wooden building. Up-to-date machinery will be installed.

## CALIFORNIA

Los Angeles, Cal.—The Seven Grain Products Co. incorporated; capital stock, \$150,000; incorporators, G. P. Hopkins, W. H. Kindeg and D. J. Conners.

## CANADA

Ft. William, Ont.—Bids are now being taken for a 1,000,000-bu. elevator for the Western Terminal Elevator Co. at this point.

Ft. William, Ont.—Work is progressing on the new elevator, under construction for the Roy Elevator & Mfg. Co., of which John King is the principal owner.

Ft. William, Ont.—Robt. Gourley, employed at Elevator "D", was caught between 2 cars Feb. 2, when a switch locomotive backed into them. His condition is critical.

Port Arthur, Ont.—A 2,500,000-bu. elevator, for the Saskatchewan Co-operative Elevator Co., is under construction by our Canadian company, The Barnett-McQueen Co., Ltd. We are getting up plans for a large terminal house for the James Richardson Co.—F. R. McQueen, pres. Barnett & Record Co.

Port Arthur, Ont.—Davidson & Smith have let contract for a rapid handling up-to-date marine leg, equipped with automatic clean-up shovels, to S. J. McQueen. At the present time there are no terminal elevators here equipped to take grain in by boat, and in case of accident or misloading it is almost impossible to do anything.

Montreal, Que.—The annual meeting of the Corn Exchange was held Jan. 31. The following officers were elected by acclamation: Pres., Thos. Williamson; treas., Thos. H. Reeves; com'te on management, H. D. Dwyer, Jos. Quintal, Chas. B. Esdaile, Paul B. Earle, E. S. Jaques, J. R. Binning and Alfred Chaplin; board of review, Jas. Caruthers, chairman; Edgar Judge, H. W. Raphael, Alex. McFee, A. P. Stuart and A. G. Thomson. J. R. Binning is vice-pres. and J. Stanley Cooke, sec'y.

Ottawa, Ont.—That the practice of mixing that has been followed in hospital elevators at Port Arthur and Fort William be continued was urged Jan. 29 by a deputation of owners of these elevators, which waited on Sir George Foster, Hon. Robert Rogers, Hon. Dr. Roche and Hon. Arthur Meighen. The elevator owners maintain that with the large percentage of low grade grain this year that hospital treatment and mixing is necessary if the grain is to be marketed to advantage. The government promised consideration of the question.

## WINNIPEG LETTER.

The Wheat Export Co., Ltd., has been incorporated.

The Liberty Grain Co. has filed articles of incorporation.

H. J. Snodgrass, of Woodward & Co., has removed to Chicago, Ill.—B.

We contemplate discontinuing the grain business.—Hansen Grain Co., Ltd.

On account of the demand for space in the Grain Exchange Bldg. 3 more stories will be added.

C. E. Barnhart is pres. of the recently incorporated Adanac Grain Co., Ltd., which has opened offices in the Union Trust Bldg.

The recently incorporated McGaw Grain Co., Ltd., which has a capital stock of \$150,000, will do a general grain business in this city, with eastern and foreign connections.

M. McCullough, of Davidson & Smith, will move to this city to take full charge of the firm's financial business and its 10 subsidiaries. Everything pertaining to the office, accounting and financing, will be done here, and this will be the firm's headquarters.

The following changes in the membership of the Grain Exchange have taken place during January: Wm. Fenwick to C. E. Barnhart, Adanac Grain Co., Ltd.; D. L. Smith to A. D. Guthrie, Armour-Canadian Grain Co., Ltd.; S. Spink Estate to C. W. McMillan, McMillan Grain Co., Ltd.—H. Tooley, ass't sec'y.

The recent order-in-council, prohibiting the mixing of grain, has been rescinded. George Fisher, acting pres. of the Grain Exchange, was informed by J. P. Jones, of the Dominion board of grain commissioners, but no official announcement from Ottawa has been received. It was announced at Ft. William that work in the inspection dept. was to be resumed, which is evidence that the work of mixing is to be allowed.

At a conference Feb. 2 proposed amendments to the Grain Act were submitted by the Canadian Council of Agriculture to the board of grain commissioners. The drafting of the amendments submitted was completed by the council before the conference. A reply to the Dominion Government in connection with the proposal to establish sample markets in the west was drafted earlier in the day by the council, which withheld its publication. The cancelling of the licenses of the hospital elevators received considerable discussion by the council.

Legislation will be framed by the Canadian Council of Agriculture which will separate speculation from legitimate business in grain handling. With this end in view a com'te from the council has been appointed to take the matter up with the council of the Grain Exchange. The council also passed a resolution asking the grain commission to rescind an order effective on Feb. 1, prohibiting hospital elevators mixing of any grades. It was claimed that such an order has closed up all the hospital elevators at the lake front. It was also contended that the original licenses were granted on the understanding that they would be continued until the end of the present license year, and because of the large amount of low grade grain this year the outlet afforded by these houses is particularly beneficial to the producer. The council asks that the elevators continue to operate as before until their status is determined by legislation. The council went thoroughly into the whole question of sample markets, and a special com'te was appointed to prepare a statement to be given the government. This statement will be submitted at the annual meeting to be held at Regina.

A suggestion has been advanced by Dr. Magill, sec'y of the Grain Exchange, that should afford a solution of the hospital elevator problem. He suggests that mixing of all but contract grades should be allowed. Nos. 1, 2 and 3 Manitoba northern wheat would remain as before, and hospital elevators would not be allowed to handle these grades.

As the government made no announcement on the subject of mixing, the hospital elevators, which had not changed licenses, closed Feb. 3. There were 15 houses affected, including 2 elevators here, 2 at St. Boniface, 2 in Alberta and 10, including one floating, at the head of the lakes. These elevators represent a storage capacity of almost 1,500,000 bus., which is of great importance in the present congestion. No wheat can be passed thru these elevators until the license is renewed.

The annual report of the provincial system of grain elevators was tabled in the legislature by Premier Norris on Jan. 18. It shows that the system, which is rented to the Grain Growers Grain Co., met all charges but left no surplus, owing to extensive outlays for improvements. During 1916 six of the elevators, owned by the system, were sold. The premier has promised to make a statement dealing with the exact position of the system, which was in a state of great confusion when the Norris government took office.

## COLORADO

Schramm sta. (Yuma p. o.), Colo.—O. M. Kellogg contemplates erecting a 12,000-bu. elevator on the Burlington.

Greeley, Colo.—The Farr Produce Co. has built a 15,000-bu. elevator on the U. P. G. H. Birchard had the contract.

Eaton, Colo.—The stockholders of the Eaton Grain & Coal Co. have voted to discontinue their corporate existence.

Haxton, Colo.—I purchased the elevator of the O. L. Mitten Grain Co. at this station and took possession Jan. 31.—M. A. Osborn.

Willard, Colo.—The Longmont Farmers Mfg. & Elevator Co. has erected a 10,000-bu. elevator on the C. B. & Q. G. H. Birchard had the contract.

Julesburg, Colo.—The Farmers Elevator Co. has been organized, with a paid up capital stock of \$25,000, to build an elevator, equipped with electric power.

Denver, Colo.—The Colorado Mill & Elevator Co. has 5 elevators in course of construction, directed by the White Star Co., and also the rebuilding of 2 elevators.

Eaton, Colo.—The Potato Growers Co-operative Co. has built a 15,000-bu. elevator, equipped with an electric motor, on the U. P. G. H. Birchard had the contract.

Platner, Colo.—The Shannon Grain Co., of Kansas City, Mo., has built an 8,000-bu. elevator on the C. B. & Q. G. H. Birchard had the contract. Power is furnished by an oil engine.

Akron, Colo.—We have built a 12,000-bu. addition to our elevator, installing a manlift, Hess Drier, conditioner, Barnard & Leas Roller Grinder and Cleaner, and a Fairbanks-Morse Type Y Oil Engine.—T. McAloon.

Grover, Colo.—Work has been started on the new fireproof elevator of the Denver Elevator Co. The structure will be built of steel and concrete and will have storage space for 25,000 bus., besides having extra tanks not connected with the elevator that will be in operation to handle this year's crop. Feed grinding apparatus will probably be added to the equipment.

Fleming, Colo.—The Farmers Co-operative Elevator Co. has let contract for the rebuilding of its elevator. In duplicate of its old building to W. C. Bailey. It will be equipped with a 6-ton wagon scale, with a type registering beam, 15-h. p. oil engine, a 1,500-bu. Richardson Automatic Scale. No. 34 Barnard & Leas Cleaner and a complete Hall Special Leg, and a steel ball-bearing manlift. It will contain 9 hopper bottom bins and all storage bins will have concrete bottoms. The company's old elevator burned Jan. 8.



## IDAHO

Shelley, Ida.—The Shelley Mercantile Co. will build a 50,000-bu. elvtr., large warehouse, and 200-bbl. mill.

Buhl, Ida.—The Farmers Union Trading Co. has purchased a site and will build a large elvtr. and warehouse. Additional machinery for grinding and seed cleaning will be installed.

Buhl, Ida.—The Buhl Flour & Feed Mill Co. has completed its new mill and elvtr. at a cost of \$35,000. Electric power has been installed in the plant, which is in charge of John Southworth.

Hazelton, Ida.—The Hazelton Alfalfa Mill & Elvtr. Co., of which C. M. Classen is mgr., will build a 25,000-bu. concrete elvtr. to handle the 1917 crop. The old building will be utilized for a warehouse, seed cleaning establishment, and alfalfa mill.

Midvale, Ida.—Two of the 3 grain warehouses of the Farmers Mfg. & Elvtr. Co., filled with grain, burned Jan. 13. The fire was caused by an explosion of the stove in the office. Loss, \$40,000; insurance, \$25,000. The company's new warehouse was not damaged.

## ILLINOIS

Minier, Ill.—The Minier Grain Co. will build a concrete elvtr.

Palmer, Ill.—The Farmers Elvtr. Co. has purchased a new steam boiler.

Harper, Ill.—The Harper Grain Co. incorporated; capital stock, \$12,000.

Fiatt, Ill.—A farmers elvtr. company is being organized to build a concrete elvtr.

Gifford, Ill.—Otis Bear has been retained as mgr. of the Farmers Elvtr. Co. for another year.

Washburn, Ill.—Moschel & Robbins recently installed a chain drive in their elvtr. to replace the belt.

Manito, Ill.—The Smith-Hippen Co. recently repaired its elvtr. and it is now in first class condition.

Williamsville, Ill.—Burglars entered the office at the elvtr. of Prather & Groves Jan. 25, but nothing was taken.

Wyanet, Ill.—The Wyanet Grain Co. will increase its capital stock \$2,500. W. R. Teece has been retained as mgr.

Gilson, Ill.—The Gilson Grain Co., owned by the Inland Grain Co. of Galesburg, will rebuild its elvtr. at this place.—R.

West Point, Ill.—I have purchased the elvtr. of Thos. Corbin & Co. and will take possession Mar. 1.—Geo. W. Major.

Oso, Ill.—Roberts & Meyer, successors to Booth & Son, will install a manlift in their elvtr.—M. E. Roberts, Galesburg.

Atkinson, Ill.—Yeggmen on Jan. 31 blew the safe in the office of the Farmers Elvtr. Co. and took more than \$50 in currency.

Fitchmoor sta. (Mendota p. o.), Ill.—Jos. Klabbe has been appointed mgr. of the Fitchmoor Grain Co. for the coming year.

Sullivan, Ill.—The Bartlett Frazier Co. has closed its office at this place.—E. B. Timberlake, of Bridge & Leonard, Chicago.

Decatur, Ill.—The A. E. Staley Mfg. Co. has increased the capacity of its starch plant by the erection of a fireproof addition.

Stockton, Ill.—The elvtr. of R. L. Coomber was entered recently, but the thieves were frightened away before they stole anything.

Tuscola, Ill.—E. C. Finney, from 1869 until 1891 a member of the grain firm of Davis & Finney, died Jan. 24, aged 80 years.

Rantoul, Ill.—The Rantoul Grain Co. incorporated; capital stock, \$10,000; incorporators, J. R. McCabe, T. J. Walsh and others.

Decatur, Ill.—Clark A. Russell, who was at the head of the Grain Standardization Laboratory here, was put in charge of the federal grain inspection dept. at Indianapolis, Ind. After organizing that office he has been called to Washington as ass't to Dr. Duvel.

Bongard sta. (Sidney p. o.), Ill.—Paul Kuhn & Co. have completed their new elvtr. here and placed John Gorman in charge.

Illipolis, Ill.—Edward J. McDermott, mgr. of the Farmers Elvtr. Co., was married Jan. 24 to Miss Helen McCann, of Buffalo, Ill.

Rankin, Ill.—The elvtr. of Thom & Johnson was threatened with destruction recently when sheds, owned by the firm, caught fire.

Kirksville, Ill.—I have traded my elvtr. to L. B. Scroggins and will manage the business for him during the coming year.—R. C. Parks.

Padua, Ill.—Frank Bryan resigned Jan. 22 as mgr. of the Padua Grain Co. W. G. Smith is acting as mgr. until a permanent man is hired.

Mill Creek, Ill.—I have rebuilt my grain warehouse, with a larger capacity than the old one, and it is now ready to receive grain.—Scott Jordan.

Morrisonville, Ill.—Louis Johnson will rebuild his elvtr., which burned Jan. 15. There was \$6,500 insurance on the building and \$3,600 on the grain.

Gilson, Ill.—The Gilson Farmers Elvtr. Co. incorporated; capital stock, \$10,000; incorporators, H. M. Rinehart, George Woolsey and E. T. Anderson.

Bluff Springs, Ill.—C. W. Parry, mgr. of the Farmers Elvtr. Co. for several years, has resigned to accept a position with a grain company at Peoria.

Clinton, Ill.—A verdict of \$100 damages against W. T. Lane, prop. of an elvtr. here, was awarded Brandeis & Son, for an alleged default in delivery of corn.

Carmi, Ill.—We have heard that W. C. Smith, of this place, intends to do considerable repairing and will possibly build 2 or 3 elvtrs.—J. W. Stills, Maunie.

Catlin, Ill.—Farmers Elvtr. Co. incorporated; capital stock, \$15,000; incorporators, G. H. Taylor, O. H. Cord and C. E. Leverich. An elvtr. will be erected soon.

El Paso, Ill.—The El Paso Elvtr. Co. has retained Arthur Hildreth, mgr., and his ass'ts, F. E. Bullock and F. E. Heindryx, for another year, at a substantial increase in salary.

Maquon, Ill.—Roberts & Pearson will take over the elvtr. of Thos. Melton & Hartsook on or before Mar. 1. They will install an electric motor for power.—M. E. Roberts, Galesburg.

Clinton, Ill.—Suit has been brot by Samuel Hastings & Co., of Cairo, against W. T. Lane, prop. of an elvtr. here, for an alleged default on a contract for a large quantity of oats.

Mason City, Ill.—D. H. Currey, who at one time operated 3 elvtrs. here and one each at Curtis, Greenview, New Holland and Natrona, died Jan. 14 at Los Angeles, Cal., from acute indigestion.

Littleton, Ill.—Bader & Co. have offered a reward of \$50 for any information leading to the arrest and conviction of the thief or thieves who entered their elvtr. Jan. 27 and took 27½ bus. of clover seed.

Stanford, Ill.—J. M. Murphy and E. E. Ewing have purchased the West Elvtr. from the Stanford Grain Co., and that company is considering the erection of a concrete elvtr. to take the place of one of its old houses.—S.

Westervelt, Ill.—Charles Donnel, prop. of an elvtr. here, was seriously injured Jan. 20 when struck in the back by the pilot of a locomotive on the C. & E. I. He was walking on the railroad tracks from one elvtr. to another when the accident occurred.

Archie sta. (Sidell p. o.), Ill.—J. C. McDowell and H. L. Baum have purchased the elvtr. of J. W. Culp. They intend to rebuild and install new machinery in the elvtr., which has been idle for several years. A farmers elvtr. company will be organized to operate it. Coal and lumber will be handled in connection with the grain business.

Chestnut, Ill.—Fred Fuhrer, who has been employed by the Mt. Pulaski Grain Co., at Mt. Pulaski, for a number of years, has bot the interest of J. F. Myers in the elvtr. of the Pease Grain Co. and will become mgr. about Mar. 1.

Orleans, Ill.—The Farmers Grain Co. has approved plans for a 20,000-bu. reinforced concrete elvtr., to cost \$8,000. This house will replace the one, which burned Nov. 21, and will be erected on a site 50 or 60 ft. north of the former one.

Rossville, Ill.—I have bot the elvtr. and coal business of Geo. L. Merritt. I expected to take charge in January. The elvtr. is full of grain and cannot get any cars so it will be about a month before I take charge.—A. E. Long.

Allenville, Ill.—The new 40,000-bu. elvtr., erected by Jesse B. Tabor to replace the one burned in November, has been completed. Two large engines have been installed and a special steam heating system for the office has been ordered.

Taylorville, Ill.—Charles Moore, prop. of the elvtr. operated under the name of the Farmers Grain Co. at Stonington, has bot the elvtr. of William Loveless, on the B. & O. at this place. Mr. Loveless will remain as mgr. for Mr. Moore, who will remain in active operation of his elvtr. at Stonington.

Melvin, Ill.—The Farmers Grain Co. on Jan. 17 bot the elvtr. and coal sheds of Wm. Wheeler. Possession will be given June 1. Onno Arends is pres. and I am sec'y of the company, which has acquired a desirable location to build an elvtr. on private grounds in this purchase and will, in the near future, build a concrete elvtr. A general store will be conducted in connection.—H. Dienelt.

Bloomington, Ill.—An appeal to the circuit court has been taken in the case of the United Cigar Stores Co. against the Worth Gyles Grain Co. This is a suit recently tried in a justice court which was decided in favor of the defendants. It was brot to collect rent for a year from Jan. 1, 1917. The plaintiff claimed that the grain company did not vacate the office rooms leased it by the cigar company when its lease expired, and that the hold over amounted to a renewal of the lease. The grain company set up that whereas the end of the year ended on Jan. 1, and that it moved out on the second, it moved as soon after the lease expired as it possibly could.

## CHICAGO NOTES.

Carl B. Mueller, pres. of the Mueller & Young Grain Co., was married Jan. 27 to Mrs. Sigrid Ellis.

John R. Mauff, vice-pres. of the Board of Trade, on Feb. 1 resigned the position of ass't to the executive com'te, and this position has been abolished. Mr. Mauff was recently elected pres. of the Council of Grain Exchanges.

The Board of Trade Fellowship Club elected the following officers at its annual meeting, Jan. 27: Pres., Arthur J. Flynn; vice-pres., William J. O'Brien; sec'y-treas., John M. Sheeren; directors, John Spellman, Michael J. Ryan, Ray Burke, William Eaton and Fred Muencenberg.

Finley Barrell has now retired altogether from the firm of Block, Maloney & Co. The members have bot his interest in the firm, which was organized in December to take over the business of Finley Barrell & Co. His retirement as a special partner was due to the law, compelling a special partner to stand jointly liable with his partners for the full amount of the partnership obligations.

Herbert L. Bodman has applied for membership in the Board of Trade. Harold B. Johnson, Albert H. Moberg, F. J. Ryan, of Clement Curtis & Co., and E. J. Bartlett, of Gwaltney & Co., New York, have been admitted to membership and the memberships of Theodore Harbeck, Edward L. Phelps, John A. Todd, Jos. W. Seibel and the estate of Edward C. Bodman have been posted for transfer. Memberships are quoted at \$7,200 net to buyer.

The rate of interest for February, under provisions, Sec. 15, Rule XXII, as fixed by the finance committee of the Board of Trade, is 5% per annum.

The Crary-Johnson Grain Co. has been formed and offices have been established in the Insurance Exchange Bldg. The firm is composed of C. S. Crary, Arthur C. Wolf, of Streator, and Geo. Johnson, of this city.

The directors of the Board of Trade at the regular meeting Feb. 6 authorized Pres. Griffin to appoint a special committee to draw up a new schedule of commission rates on trades for future delivery and to place members executing orders for other members on a brokerage basis. The committee is composed of R. W. McKinnon, E. W. Wagner, S. P. Arnot, R. G. Chandler, L. F. Gates, J. P. Molloy and Howard B. Jackson.

#### PEORIA LETTER.

The Board of Trade membership of E. B. Conover has been posted for transfer to W. G. Kenney, of the Conover Grain Co.

William F. Shanahan, who for several weeks has been acting as ass't federal grain supervisor at Cincinnati, has assumed his duties as federal grain supervisor with headquarters at this city. He will reside in Decatur until spring.

#### INDIANA

Rich Valley, Ind.—Farmers have decided to build an elevator.

Gessie, Ind.—Having sold our elevator here, we are now located at Perrysville.—W. S. Lasley & Son.

Walnut sta. (Argos p. o.), Ind.—Harley Dawson has bot the 20,000-bu. elevator of B. Noftsgier, paying \$12,000.

Fowlerton, Ind.—The Woodbury & Elliott Grain Co. operates the only elevator here. All others are scoop shovelers.—X.

Spencerville, Ind.—The Steward Lumber & Grain Co. has taken over the grain and fuel business of Mrs. L. W. Steward.

Judyville, Ind.—The elevator of the Davis Grain Co. burned Feb. 5, together with 12,000 bus. of wheat and 1,500 bus. of corn.

Yoder sta. (Sheldon p. o.), Ind.—The elevators at this station are operated by the Farmers Elevator Co. and the Yoder Equity Exchange.—B.

Fowler, Ind.—The Farmers Grain Co., incorporated; capital stock, \$51,500; incorporators, Perry Stembel, Eldon F. Jones and J. Otto Pape.

South Whitley, Ind.—O. Gandy & Co., grain dealers, have purchased the Arcola Elevators, which were recently placed in the hands of a receiver.

Gessie, Ind.—Clarence Wooster, who has been agt. for the Cayuga Mfg. Co. at Dickinson, has taken charge of the company's newly acquired elevator here.

Columbia City, Ind.—The Farmers Mill & Elevator Co. incorporated; capital stock, \$40,000; incorporators, William R. Hamilton, Marion Egolf and Byron Tohe.

Mt. Vernon, Ind.—The American Hominy Co. is reported to be contemplating considerable repairs and the erection of new elevators.—J. W. Stills, Maunies, Ill.

Monticello, Ind.—About 40 ft. from the top of the 125-ft. smoke stack on the plant, of the Loughry Bros. Mfg. & Elevator Co., broke off, causing considerable damage.

Earl Park, Ind.—I am at present traveling representative for the Bert A. Boyd Grain Co., of Indianapolis, and am not connected with the Richland Grain Co.—Will W. Wilson.

Wakarusa, Ind.—N. L. Laver & Sons have bot the elevator and mill which Jacob Weldy has been operating under the name of the Wakarusa Mfg. Co. Possession will be given Mar. 1.

Wheatland, Ind.—William Van Meter and Cyrus Connolly, of Washington, have been arrested, charged with selling 4,000 bus. of corn to the Wheatland Elevator Co., and failure to make delivery. Oscar Barr, mgr., gave the men a check for \$100 to "cover" the deal.

Cortland, Ind.—Hamblen & Houghteling have sold their elevator to Blish and Shields. Mr. Houghteling is out of the grain business, and I am still a partner with Mr. Newton at Azalia.—Job Hamblen, Azalia.

Redkey, Ind.—The G. L. Watson Elevator Co. has been organized, with a capital stock of \$15,000. Giff L. Watson writes that the company has bot the elevators of Cook & Aukerman at this place and Powers and will operate these houses.

Lucerne, Ind.—We had a small fire at our elevator Jan. 16. The arch above the fire door fell in at noon, the direct draft causing overheated stack and firing sheathing. It was put out with buckets with a damage of about \$25, covered by insurance.—W. E. Howes, agt. O. Gandy & Co.

Colfax, Ind.—John M. Waugh is pres., Lloyd A. Waugh, vice-pres., and Charles F. Gery, sec'y-treas., of our recently incorporated company. Mr. Gery will also be mgr. of the elevator, which has a capacity of 14,000 bus. We have already built a new feed and flour room and contemplate enlarging our elevator in the early spring.—Vandalia Elevator Co.

Fortville, Ind.—The recently organized Hardin Grain Co. incorporated; capital stock, \$20,000; incorporators, Fred V. Hardin, Edward S. Goodrich and P. E. Goodrich. The company has taken over the grain business of the Miller Bros. Grain Co. Mr. Hardin will be mgr. and will retain R. A. Burris, who has been with the former owners for the past 3 years.

Sharpville, Ind.—J. C. Batchelor, who has been identified with the grain business at this station for about 25 years, has disposed of his interests here and will take a much needed rest. The new firm will be Batchelor & Barlow, J. E. Barlow having purchased Mr. Batchelor's interest. J. J. Batchelor, of the old firm, retains his interest in the new, and will be in charge.—Batchelor, Barlow & Batchelor.

Fairmount, Ind.—The 25 stockholders of the Farmers Grain Co., a co-operative organization formed here 2 years ago, are winding up the affairs of the company by appearing before a local notary public and paying the pro rata amount of costs incurred to date and signing an application to the state officials for the dissolving of the concern. The company never built an elevator as it could not get enough with it.—C.

The following were elected to membership in the Indiana Grain Dealers Ass'n on Jan. 23: Hoy H. King, Winamac; Jordan & Baird, Kewanna; McName & McBane, Fortville; Rohm Bros., Rockville; Letts Grain & Lumber Co., Letts; W. D. Springer, Fountainstown; U. G. McCoy & Co., Vincennes; Powell & Co., Fountain City; Stafford Grain Co., Hope; and N. P. Claybaugh, Frankfort.—Chas. B. Riley, sec'y.

#### INDIANAPOLIS LETTER.

A bill will be introduced in the legislature providing for the appointment of a railroad commission that would be a separate organization from the state public service commission.

A bill will be introduced in the legislature which would give the Indiana public service commission the right to regulate rates of rentals and leases in case public service companies, such as railroads, lease property belonging to such public service corporations as elevator or mill sites. The Indiana Grain Dealers Ass'n will support the bill.

A bill, introduced in the legislature, provides for the appointment by the state weights and measures commissioner of an official weighmaster for any city, township or county, the appointment to be made on the petition of a certain number of citizens. No salary would be provided for such an official, but he would receive fees for his services.

#### IOWA

Brooklyn, Ia.—The elevator of F. P. Dunton is closed.

Oakville, Ia.—The Farmers Grain Co. has sold its office.

Clarion, Ia.—Frank Day is now mgr. of the Farmers Elevator Co.

Brayton, Ia.—Farmers are organizing an elevator company here.

Plainfield, Ia.—Farmers are forming a company to build an elevator.—R.

Wellsburg, Ia.—Meyers & Peters have discontinued the grain business.

Benton, Ia.—Hoover & Campbell will engage in the grain business at this place.

Marsh, Ia.—C. M. Bolon has been retained as mgr. of the Farmers Elevator Co.

Langdon, Ia.—Fred Row has resigned as mgr. of the Farmers Elevator & Supply Co.

Grinnell, Ia.—B. E. Edwards has been retained as mgr. of the Farmers Elevator Co.

Ada sta. (no p. o.), Ia.—The Clark Brown Grain Co. is building an elevator at this point.

Muscatine, Ia.—Plans are being discussed for the erection of an elevator on the C. R. I. & P.

Rippey, Ia.—The Clark Brown Grain Co. is considering the erection of a 40,000-bu. elevator.

Pocahontas, Ia.—P. L. Rivard has completed his new elevator and placed it in operation.

Arthur, Ia.—The Farmers' Elevator Co. will install a 1½-h. p. electric motor.—R. C. Stewardson.

Farragut, Ia.—The remodeling of the elevator of the Nebraska-Iowa Grain Co. has been completed.

Alburnette, Ia.—T. E. Hense has been retained as mgr. of the Farmers Elevator Co. for the ensuing year.

Archer, Ia.—W. W. Bonderman has succeeded the late Barnett Schneider as pres. of the Farmers Elevator Co.

Cooper, Ia.—The Farmers Elevator Co. has been organized with H. Lawton as pres. An elevator will be erected.

Des Moines, Ia.—Geo. A. Wells and wife left Jan. 28 for an extended trip to California and the Pacific Coast.

Delta, Ia.—Improvements will be made in the elevator of the Dugger Grain & Feed Co. An electric motor will be installed.

Shenandoah, Ia.—J. O. McClintock, formerly at Fairfax, Mo., is now with the T. F. Gordon Commission Co. at this place.

Cedar Rapids, Ia.—H. A. Wiese is now representing Simons, Day & Co., of Chicago, Ill., with headquarters at this city.

Kirkman, Ia.—Frank Rutherford has been retained as mgr. and T. D. Ames, ass't mgr., of the Farmers Grain & Elevator Co.

Sioux City, Ia.—John McEwen, formerly with the Farmers Elevator Co. at Marcus, is now with the McCaul-Webster Co. here.

Solberg, Ia.—Glenn Jackman has succeeded Frank Day, who resigned as mgr. of the Farmers Elevator Co. to go to Clarion.

Marion, Ia.—E. W. Fernow has been employed for the ensuing year as mgr. of the Farmers Elevator Co. He took charge Feb. 1.

Lohrville, Ia.—The Farmers Elevator Co., which built a new elevator last year at a cost of \$7,000, has sold its old building for \$200.

Beaver, Ia.—Kyle Mellick has been in charge of the elevator of the Quaker Oats Co., since the accident to his father, who is agt.

Ft. Atkinson, Ia.—Peter G. Smith and Fred Elnwaller are the present mgrs. of our company.—Farmers Co-operative Produce Co.

Sheldon, Ia.—Benjamin Jenkinson has completed the 40,000-bu. elevator for which he let contract to the Younglove Construction Co.

Dixon, Ia.—Chas. Kuehl, while shelling corn at the elevator of the Farmers Elevator Co., sustained a dislocated shoulder and other injuries when his clothing caught on a shaft.

Montezuma, Ia.—The 15-h. p. electric motor, recently installed in the elevator of Sam Wilson & Co., burst open while running at full speed. The shell of the motor had been cracked in shipping. Only the motor was damaged.



Washington, Ia.—Harry L. Kaga will open a new exchange office in this city. He will act as agt. for E. Lowitz & Co., of Chicago, Ill.

Lorimer, Ia.—The Lorimer Grain Co. is not regularly in the grain business and did not build an elvtr. as was recently reported.—B.

New Sharon, Ia.—Mason McVeigh is associated with his father, Henry B. McVeigh, in the operation of his recently acquired elvtr.

Le Mars, Ia.—G. A. Null, mgr. of the Farmers Elvtr. Co. at Craig, will take over the management of the Farmers Elvtr. Co. here on Feb. 15.

Swaledale, Ia.—The King-Wilder Grain Co. operates a 10,000-bu. elvtr., which it purchased from F. E. Hales, who was retained as mgr.—X.

Essex, Ia.—C. O. Peterson has been elected mgr. of the Essex Co-operative Exchange, which recently took over an elvtr. and roller mills here.

Cooper, Ia.—The Neola Elvtr. Co. is planning on erecting a 20,000-bu. annex to its elvtr. in the near future.—F. W. Brown, agt. Neola Elvtr. Co.

Ames, Ia.—J. M. Munsinger has taken over the elvtr. of the Central Iowa Grain Co. and will organize the Ames Grain & Coal Co. to operate it.

Bondurant, Ia.—The Clark Brown Grain Co. has installed an electric motor in one of its elvtrs. here, which is a great improvement over the gas engine.

Osgood, Ia.—The Stockdale & Maack Co., of Walcott, has let contract for a wooden elvtr., of 23,000 bus. capacity, to the Burrell Engineering & Construction Co.

Guthrie Center, Ia.—I intend to increase the capacity of my elvtr. and warehouse next summer. S. G. Compton and myself operate the only elvtrs. here.—E. W. Miller.

Auburn, Ia.—E. P. Meyers, of Spencer, has been hired as mgr. of the new elvtr., which the Farmers Elvtr. Co. has placed in operation. The Newell Construction Co. had the contract.

Grundy Center, Ia.—Work has been started on the 40,000-bu. elvtr., which Greig & Stockdale are building to replace the one burned Dec. 24. The Younglove Construction Co. has the contract.

Mapleton, Ia.—Henry P. Nourse had the bones in both heels and the ligaments torn loose recently when he fell 14 ft. from the platform in the lumber shed at the elvtr. of the Farmers Grain & Lumber Co.

Hayesville, Ia.—The Ideal Lumber & Grain Co. has purchased the elvtr. and lumber business of the Lynn Lumber & Grain Co. Altha Greenley is mgr. I am now located at Delta.—J. A. McNabb, former mgr.

Council Bluffs, Ia.—Work on the 1,500,000-bu. elvtr. for the C. & N. W. R. R., to be leased to the Uppike Grain Co., will begin soon. The site has been purchased and plans have been drawn by the Wither- spoon-Englar Co.

Kent, Ia.—Walter Riggs, grain buyer, narrowly escaped death Jan. 22 when his automobile, in which he was riding, crashed into a mail coach. Mr. Riggs suffered a severe cut over the temple and one hand was badly injured.

Granite, Ia.—The Farmers Elvtr. Co. will be incorporated with a capital stock of \$10,000. A deal for the purchase of the old elvtr. of M. E. Silvius has been completed. Hans Buesen is pres. and Wm. Grotewold, sec'y, of the company.

Anderson, Ia.—Haning & Goy will complete their 11,000-bu. fireproof elvtr. here in March. It will be equipped with a 20-h. p. oil engine, Western Sheller and Cleaner, Birchard Manlift and a Bowsher Feed Grinder. G. H. Birchard has the contract.

Morley, Ia.—I purchased the elvtr. site from C. S. Peet, whose elvtr. burned last fall. I will build a 12,000-bu. elvtr. in the spring and will install a 24-in. attrition feed mill, to be driven by two 20-h. p. built in motors. Work will begin about April.—Harry Miller, Olin.

Diagonal, Ia.—Work has not been started on the elvtr. to be built here. It will have a capacity of 8,000 bus. The business part is to be conducted by D. V. Ferris, cashier of the First National Bank. It will be a frame building, such as is generally used in this section, of about 4 cars capacity.—X.

Holstein, Ia.—John Dethmann, who has been working in the elvtr. of the Farmers Elvtr. Co., recently cashed a check signed P. N. Arp and payable to C. F. Paulsen, representing himself to be Paulsen. The check was pronounced a forgery and he was arrested. He had \$65 of the money in his possession at the time of his arrest.

Des Moines, Ia.—Chas. W. Tussing, formerly with Lamson Bros. & Co. at this place, is now associated with Mr. Squires and is representing the Sawers Grain Co., of Chicago, Ill. He will travel part of the time soliciting consignments. W. H. Jump has taken the place of Mr. Tussing with Mr. Edwards, representing Lamson Bros. & Co.

Sioux City, Ia.—A movement has been started by grain dealers and bankers, of this city, to procure legislation authorizing the establishment here of a municipal grain elvtr., and early action along this line is contemplated. The recent passage of the federal grain standards act has removed cause for all objections that heretofore have been raised against such a movement. An elvtr., of from 100,000 to 200,000 bus. capacity, would suffice for the present. Equipped with standard scales, it would cost about \$75,000.

Council Bluffs, Ia.—No work is now being done on the new 1,000,000-bu. elvtr. now in course of construction in the south part of the city on Burlington trackage. All work on the big concrete structure has been suspended on account of the cold weather. It will probably be about Mar. 1 when the men will be put back to work. When laborers were taken off the job the elvtr. proper was about half finished and it is stated that it will be about July 1 when the structure will be completed and turned over to the owners. When the weather gets suitable to pour the concrete, the work will be prosecuted with day and night shifts as was done during the late fall and early winter. The workhouse, in which the elevating machinery will be housed, has been carried up 85 ft. When complete it will be 200 ft. high. The 12 big concrete tanks are well under way to the north of the workhouse. These tanks are to be round, 20 ft. in diameter and 100 ft. high. Everything about the new elvtr. is to be of concrete and iron. Even the 200 ft. of stairway which will wind from the main floor to the top, are moulded of concrete. The whole structure will therefore be absolutely as near fireproof as it is possible to make it. Motive power for the elevating machinery will be furnished by electricity. The Stephens Engineering Co. has the contract for the elvtr., which will be operated by the Farmers Terminal Elvtr. Co.

## KANSAS

Gerlane, Kan.—Farmers are organizing an elvtr. company.

Albert, Kan.—The Central Grain Co. has bot the Craig Elvtr.

Danville, Kan.—An elvtr. will be erected by the Farmers Union.

Sharon, Kan.—Farmers are organizing a company to build an elvtr.

Hoisington, Kan.—The Lynch Grain Co. has installed a Mattoon Car Loader.

Duquoin, Kan.—Farmers are organizing a company to operate an elvtr. here.

Leredo sta. (Langdon p. o.), Kan.—Farmers are organizing an elvtr. company.

Baileyville, Kan.—The recently organized Farmers Union will build an elvtr.

Cuba, Kan.—Farmers are organizing a company to build an elvtr. in the spring.

Buhler, Kan.—H. H. Flaming has resigned as mgr. of the Farmers Elvtr. Co.

Paradise, Kan.—The Farmers Union Ass'n will install a No. 8 Boss Car Loader.

Colby, Kan.—The Co-operative Ass'n contemplates the purchase of the elvtr. here.

Inman, Kan.—The Enns Mfg. Co. has installed a 200-h. p. electric motor in its plant.

Wakefield, Kan.—H. Niemoller & Sons will install electric power in their elvtr. and mill.

Munden, Kan.—G. W. Gregory took charge of the elvtr. of J. F. Gregory & Son on Feb. 5.

Plevna, Kan.—W. D. Medsker has been retained as mgr. of the Plevna Grain & Supply Co.

Lewis, Kan.—J. H. Wolfe has replaced the gasoline engine in his elvtr. with an electric motor.

Rozel, Kan.—A new elvtr., of steel or concrete construction, will be erected by the Union Grain Co.

Neola, Kan.—E. E. Earl has succeeded C. A. Shute, who resigned as mgr. of the Farmers Elvtr. Co.

Oneida, Kan.—Geo. F. McFarland, who recently sold his elvtr. here, has moved to Breckinridge, Okla.

Larned, Kan.—Roy Cunningham has been retained as mgr. of the Pawnee County Grain & Supply Co.

Detroit, Kan.—Page Bros. have bot the elvtr., which C. F. Klamm recently took over from Wm. Lexow.

Winifred, Kan.—Mr. McAtee, of Sawyer, has succeeded Ed. Stromer as mgr. of the Co-operative Ass'n here.

Collyer, Kan.—F. J. Baumgartner has succeeded E. M. Black as mgr. of the Trego County Co-operative Ass'n.

Timken, Kan.—The Farmers Elvtr. Co. intends to build a larger elvtr.—Jean Holopirek, agt. Kansas Flour Mills Co.

McDonald, Kan.—The Shannon Grain Co. intends to remodel its elvtr. in the spring, according to report.—O. A. Brown.

Republic, Kan.—Wm. A. Johnson, of Rydal, has bot the Missouri Pacific Elvtr. here and also an elvtr. at Scandia.

Medicine Lodge, Kan.—Jesse Nebergall has succeeded J. D. Infield, who has just completed a new office and warehouse.

Atchison, Kan.—A movement has been started for the erection of a public elvtr., of from 500,000 to 700,000 bus. capacity.

Brownspur, Kan.—A. E. Wooldridge was elected sec'y-mgr. of the Farmers Grain & Mercantile Co. at its recent annual meeting.

Phillipsburg, Kan.—We sold our elvtr. here and are now out of the grain business.—Van Der Velde Grain & Coal Co., Emporia.

Leavenworth, Kan.—J. W. Roby and his nephews, Bert and Will Roby, were sent to the state prison Jan. 15 to serve terms of from one to 5 years each. It was charged that they stole wheat from freight cars consigned to a Rice County elvtr.



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GRAIN COMMISSION  
MILWAUKEE

Timken, Kan.—The office at the elvtr. of the Kansas Flour Mills Co., which burned recently, has been rebuilt and a new wagon scale installed.

Smith Center, Kan.—Improvements will be made in the elvtr. of the Smith Center Co-operative Mill & Light Co. during the coming season.

Groveland, Kan.—Colburn Bros., of McPherson, will rebuild their elvtr., which burned Jan. 13. An up-to-date structure will be erected.

Scandia, Kan.—W. A. Johnson has bot the elvtr. of the Brown-Wyman Grain Co., on the C. R. I. & P. Mr. Brown will remove to New Mexico.

Atwood, Kan.—Wm. Correll has built a 10,000-bu. elvtr. on the C. B. & Q. An oil engine has been installed for power. G. H. Birchard had the contract.

Atchison, Kan.—J. W. Wyman has been retained as local mgr. of the Miller-Stevenson Grain Co., which took over the business of the Turon Mill & Elvtr. Co.

Turon, Kan.—Arthur Hillyard, of Hutchinson, will be local mgr. of the Miller-Stevenson Grain Co., which took over the business of the Turon Mill & Elvtr. Co.

Galva, Kan.—The old frame elvtr. at McPherson, owned by the Wall-Rogalsky Co., is being dismantled and the material will be shipped here to be used in an elvtr.

McPherson, Kan.—C. A. Hiebert, who has been ass't mgr. for several years, has succeeded the late John J. Wall as pres. of the Wall-Rogalsky Mfg. Co., which operates elvtrs. in Kansas.

Columbus, Kan.—The Columbus Mfg. Co. will build a 15,000-bu. elvtr. and 50-bbl. mill, using new machinery thruout. It was formerly of the Agenda Mfg. Co. at Agenda.—E. Larson.

Wheaton, Kan.—I am mgr. of the recently incorporated Wheaton Lumber & Grain Co. We have not decided regarding the erection of an elvtr. at this station, which has none at the present time.—G. E. Grim.

Oneida, Kan.—We bot the Staton Elvtr. on Nov. 15, 1916, for \$4,000. On the same day C. F. Blauer bot the elvtr. of Geo. McFarland for \$3,200. Both houses are full to the roof and we are only getting one car per week.—D. S. Colemar, mgr. Farmers Shipping Ass'n.

Salina, Kan.—Jack Lynch is in charge of the grain office of the Lee-Warren Mfg. Co. The company has applied for membership in the Salina Board of Trade. It will build a 2-story office building when enlargements on the mill are completed. The capacity will be increased 500 bbls.

Atchison, Kan.—Chester L. Weeks will engage in the cash grain receiving, shipping and commission business under the name of the Chester L. Weeks Co. He has made arrangements to handle grain thru Elvtrs. "A" and "B." Application has been made for membership in the Board of Trade. Mr. Weeks was in the grain brokerage business at Omaha, Neb., for the past 10 years.

Burdett, Kan.—Our elvtr. was not burned as was recently reported. The elvtr., of R. M. Norris, containing about 7,000 bus. of wheat, and the elvtr. of the Kansas Flour Mills Co., containing 2,000 bus. of wheat, burned Jan. 18, with a loss of about \$10,000. The fire was caused by a gasoline explosion in the Norris Elvtr. Both houses will be rebuilt, possibly of steel construction.—J. W. Wheeler, agt. Rock Mill & Elvtr. Co.

Clay Center, Kan.—Early in January we purchased all of the real estate, property and buildings of the Farmers Elvtr. Co., on the Rock Island, opposite our mill. Under the terms of the contract we were to take possession Feb. 1 and have completed inventory and taken possession Feb. 5. Our ultimate intention is to build an up-to-date concrete elvtr., of from 75,000 to 100,000 bus. capacity on part of the ground acquired in this purchase. It was for the purpose of procuring this ground that we bot this property.—W. A. Applegate, mgr. Snel Mill & Grain Co.

Great Bend, Kan.—I am a grain grower and dealer and will build a 30,000-bu. elvtr. to be ready for next year's crop.—Chas. Address.

#### HUTCHINSON LETTER.

The L. H. Pettit Grain Co. will move its offices to the Rorabaugh-Wiley Bldg.

Thos. M. Bond will be one of the mgrs. of the Kemper Grain Co. here after Feb. 15.

Herman Graves has succeeded Edward Huckstep with the Hinman-Yates Grain Co. and Mr. Huckstep is now at Topeka.

Herbert Dir is now with the Gano Grain Co., succeeding Jesse Langford, who resigned to engage in business under the name of the Langford-Russell Grain Co.

Hutchinson, Kan.—Ralph Russell, of the recently organized Langford-Russell Grain Co., has purchased the additional membership of E. E. Shircliffe in the Board of Trade.

Paul Phillips, who has been traveling representative for L. H. Powell & Co., of Wichita, has succeeded Leonard Ayres and will do the buying for the John Hayes Grain Co. here. Mr. Ayres has been transferred to Wichita.

All the members of the Board of Trade attended a dinner Jan. 26 and discussed the erection of a terminal elvtr. here. It was decided to build a 3,000,000-bu. house this year. The recently incorporated Southwest Terminal Elvtr. Co., of which Wm. Kelly is pres., G. D. Estes, of Stafford, vice-pres., and Paul Noble, sec'y-treas., will operate it.

E. A. Mowrey, grain dealer, has been granted a new trial of a suit after the supreme court had decided against him. The suit, which was brot by the Cargill Commission Co., of Minneapolis, Minn., involves error in making contract. Mowrey won in the lower court. Then the supreme court reversed it and found for the Minneapolis firm, as fully reported in the Grain Dealers Journal Dec. 26, page 1019. On Jan. 19 notice was given that the former opinion was modified and the case sent back for a new trial here.

#### TOPEKA LETTER.

Edward Huckstep, of Hutchinson, is now in charge of the business of the Miller-Stevenson Grain Co. here.

The Topeka Flour Mills Co. has asked for bids for a reinforced concrete handling house and elvtr., of from 160,000 to 170,000 bus., which will bring the total storage capacity to from 220,000 bus. to 235,000 bus.

Members of the Kansas Grain Dealers Ass'n and all grain shippers in the state are urged by Sec'y E. J. Smiley to use their influence with their state senators and representatives toward the passage of Senate Bill 328 and House Bill 444, providing for reduction in the grain inspection fees, as stated in "Letters from Dealers" this number.

Every farmer, grain dealer and miller in Kansas should work for the passage of House Bill 330 introduced by G. D. Estes of Stafford to prevent the railroad companies from docking the weight of grain. The law of 1903 permits the railroads to dock shipments 1/4 of one per cent for alleged natural shrinkage. Mr. Estes' bill will repeal the old law, and give grain shippers the same protection they enjoy in other states.

Plans have been completed and contract will be let soon for the proposed 250,000-bu. concrete public elvtr. and transfer house, to be operated by a company, composed of John T. Jones, of Wakeeney, F. D. Sperry, Ellsworth, Claude Hardman, Wakeeney, and E. J. Smiley. The site has not been definitely decided upon. The plans call for a 56,000-bu. head house, 50 ft. square and 156 ft. high, divided into 10 bins, 4 steel legs, 2 hopper scales, 2 cleaners, clipper, 8 General Electric Motors, 2-car sinks on each side of house, track on north side and 2 on the south side. The capacity of each receiving leg will be 5,000 bus. per hour. Grain tanks, of 12,500 bus. capacity, will be erected.

#### WICHITA LETTER.

The John Hayes Grain Co., of Hutchinson, has opened its new office at 500 Board of Trade Bldg. A. L. Ayres is mgr.

The recently incorporated Miller-Stevenson Grain Co. has bot the Board of Trade membership of the E. E. Roehen Grain Co., which has closed its office here.

The Carroll Grain Co. has been organized by J. E. Carroll, mgr. of the E. E. Roehen Grain Co. for the past 2 years. Offices have been established in the Sedgwick Bldg.

A. S. Barr, of the Baldwin-Barr Grain Co., and T. J. Holdridge, of the Larabee Flour Mills Corporation, have purchased memberships in the Board of Trade. Dee R. Brooks has applied for membership on transfer from S. H. Miller.

#### KENTUCKY

Uniontown, Ky.—George Potter, associated with the Wabash Elvtr. Co., died recently.

Waverly, Ky.—A. Waller & Co. have built a 40,000-bu. elvtr., equipped with an oil engine. J. H. Ladd & Co. are acting as agts.

Henderson, Ky.—The large elvtr. of A. Waller & Co. was threatened with destruction Jan. 25 when flames were discovered in the grain drier. The drier was destroyed, entailing an estimated loss of \$2,000.

#### LOUISVILLE LETTER.

William E. Morrow has been re-appointed sec'y of the Board of Trade at an increased salary.

R. Lee Callahan has been appointed chairman of the grain com'te of the Board of Trade for the ensuing year.

The Acme-Jones Co. incorporated to engage in the grain and cereal business; capital stock, \$30,000; incorporators, Edgar H. Evans, J. H. Jones and W. J. Gathof.

#### LOUISIANA

New Orleans, La.—The first shipment of grain, 28,000 bus. from Foraker, Okla., was received over the Louisiana Ry. & Navigation Co. lines and the newly completed public belt tracks at the new Dock Board Elvtr., on Feb. 1. The elvtr. has been in continuous operation since that date.

#### MARYLAND

Ellicott City, Md.—Work on the erection of the large elvtr. and flour mill of the C. A. Gambrell Mfg. Co. is progressing rapidly and the structure is expected to be completed in March. The building and machinery will cost about \$250,000.

#### BALTIMORE LETTER.

Memberships in the Chamber of Commerce are selling at \$30, exclusive of the annual dues, which are \$30 extra.

J. Bolgiano, of J. Bolgiano & Son, Scott F. Evans, mgr. of the Baltimore Pearl Hominy Co., Golder Shumate and Ed. L. Pittroff have applied for membership in the Chamber of Commerce. Harry M. Wagner has been admitted to membership and the membership of Finley Barrell has been transferred.

We are preparing plans for the Pennsylvania Railroad Co.'s plant, to be built at Canton, also plans for a 3,000,000-bu. plant here for the Baltimore & Ohio Railroad. The former will probably be built this year but the B. & O. will probably not build for some time. It is simply getting ready.—James Stewart & Co., Inc., Chicago, Ill.

The following officers of the Chamber of Commerce were elected Jan. 31: Pres., James C. Legg; vice-pres., Ferdinand A. Meyer; sec'y-treas., James B. Hessong. The new directors are A. R. Dennis, Charles J. Landers, E. H. Beer, Wilbur F. Spice and Egil Steen. Besides these, there are 10 holdover members of the old board of directors.



## MICHIGAN

Lowell, Mich.—The elvtr. of the Chas. Jakeway Estate has been sold.

Olivet, Mich.—Long, Cobb & Co. have bot the grain business of J. D. McLaren & Co.

Albion, Mich.—The recently organized Farmers Elvtr. Co. has elected J. A. Richards, pres., and J. L. Boyd, sec'y-treas.

Constantine, Mich.—Harvey Bros. have purchased a hotel building, which they will convert into an elvtr. It will be moved to a site near the railroad.

Schoolcraft, Mich.—The Stuart Grain Co. has installed a 20-h. p. and a 35-h. p. gasoline engine in the basement of its elvtr. The old engine room will be used as a store room.

Snover, Mich.—We will build a 25-bbl. mill in the spring and will operate it for custom work principally, in connection with our elvtr.—F. E. McGunegle, mgr. Snover Grain Co.

Corunna, Mich.—The Corunna Mill & Elvtr. Co. has been organized by H. H. Eesley, of Denver, Colo., and T. M. Newton, of Maple Rapids. The company has taken over the plant of Joseph Rundell.

Schoolcraft, Mich.—The firm of H. E. Knappen has been discontinued and we have taken over the business. Our firm, which is composed of H. E. Knappen and C. B. Knappen, will do an extensive live stock and grain business.—Knappen Bros.

Moseley sta. (Lowell p. o.), Mich.—We bot the elvtr. and grain business of P. J. Norton and also the warehouse and business of Chas. Jakeway at this place. We are buying beans on commission for Post Bros., but are not connected with them in any other way.—Brown & Frost.

Lansing, Mich.—Representative Quintel, of Bay, has bot in a measure, which would prohibit persons or corporations engaged in buying grains, beans, clover seed, hay and potatoes from paying one price in one district and another in another district except for the actual difference in transportation cost.

Plymouth, Mich.—Arthur C. Van Sickle, receiver for the J. D. McLaren Co., was ordered by Judge Murphy on Feb. 3 to pay Ammon Warner, Edward Smith and George Gibson for wheat, which the 3 men stored with the company and have not been able to recover since receivership proceedings were concluded on Jan. 5. The wheat is to be paid for at the rate of \$1.74 a bu., the market price on Jan. 6, when demand for the grain was made. Compensation for storage was deducted from the award at the rate of  $\frac{1}{4}$ ¢ per bu. a month. Warner is to receive \$412.39 for 258 bus., Smith recovers \$158.19 on 92 bus., and Gibson gets \$557.91 for 324 bus. The award is payable immediately.

## MINNESOTA

Miltna, Minn.—Albert Miller has bot an elvtr. at this place.

Farwell, Minn.—H. Hendrickson is now mgr. of the Farmers Elvtr. Co.

Minneka, Minn.—The elvtr. of Brooks Bros. was recently damaged by fire.

Hope sta. (Amboy p. o.), Minn.—Farmers are organizing an elvtr. company.

Kennedy, Minn.—N. R. Tacklind has bot the Federal Elvtr. from F. J. Shreck.

Alexandria, Minn.—T. W. Zilk has bot the elvtr. and feed mill of J. B. McClellan.

Duluth, Minn.—The Capital Elvtr. Co. is making repairs to its plant at a cost of \$6,000.

West Union, Minn.—O. L. Johnson is now in charge of the elvtr. of J. Borgerding & Co.

Klossner, Minn.—The Great Western Grain Co. has closed its elvtr. until the fall grain movement.

Blue Earth, Minn.—A 24x27x45 ft. addition will be built to the elvtr. of the Farmers Elvtr. Co. Work will be commenced about Apr. 1.

Badger, Minn.—The Roseau County Farmers Elvtr. & Mercantile Co. has built a coal shed near its elvtr.

Kiester, Minn.—John Wittmann is pres. and R. J. Havnen, sec'y, of the recently organized Farmers Elvtr. Co.

Lake Lillian (Olivia p. o.), Minn.—Victor T. Peterson will build an elvtr. as soon as the Luce Line is extended here.

Manchester, Minn.—We will not handle grain for the present.—Jens O. Jordahl, sec'y Manchester Grain & L. S. Ass'n.

Sherack sta. (Euclid p. o.), Minn.—The Atkins Grain Co. has built a 25,000-bu. elvtr. with a kerosene engine for power. C. E. Bird & Co. had the contract.

Borup, Minn.—I am operating the elvtr. of the Thorpe Elvtr. Co. under lease. It will be wrecked and a 40,000-bu. elvtr. built to replace it as soon as the weather permits. I will install a cleaner.—A. G. Lundgren.

Tyler, Minn.—We have built an addition to our elvtr. and will handle gas tractors and automobiles in connection with our grain business. We have also built a flour and feed shed and an addition to our coal shed.—H. C. Swanson, mgr. Tyler Grain Co.

Hayward, Minn.—We have rebuilt our office at our elvtr. and it is now 14x34 ft., divided into 2 rooms. We also put a basement under the entire office and installed a hot water heating system. The cost of the improvements was \$1,500.—P. J. Fibelstad, mgr. Farmers Elvtr. Co.

Dover, Minn.—The 20,000-bu. elvtr., owned by Fred Laudon, burned Jan. 23, together with 3 carloads of grain. The loss is partly covered by insurance. The fire is believed to have started when the contents of a gasoline container in the office of the building exploded, due to an overheated stove.

Hallock, Minn.—The Hallock Grain & Supply Co., incorporated with a capital stock of \$20,000, has bot the 50,000-bu. elvtr. of the Imperial Elvtr. Co. Feed, seeds, potatoes, live stock and hay will be handled in connection. I am sec'y-treas. and mgr. of the company, which so far has had a very successful year.—H. B. Bornemann.

Trail, Minn.—The elvtr. of the Farmers Produce Co-operative Co. burned Jan. 24. The fire was caused by a defective heating apparatus, and started in the engine room. The elvtr. had recently been overhauled and was in excellent condition. An elvtr. will be built to replace it. The coal sheds were not destroyed and some of the office records were saved.

## MINNEAPOLIS LETTER.

J. L. Johnson has applied for a traveling representative's license to represent the Nye-Jenks Co.

We have under contract at the present time a 500,000-bu. transfer elvtr. for the Twin City Trading Co.—Barnett & Record Co.

The estate of the late James F. Cargill, valued at more than \$60,000, has been left to Abbie W. Cargill and Miss Margaret M. Cargill.

The following memberships have been posted for transfer: From R. G. Chandler to Emanuel F. Rosenbaum, of the J. Rosenbaum Grain Co., Chicago, Ill., and from Finley Barrell to Michael J. O'Brien, of Paine, Webber & Co., Chicago, Ill. Joseph Simons, of Simons, Day & Co., Chicago, has purchased a membership in the Chamber of Commerce.

The Minnesota Supreme Court, in the contest of the will of the late Curtis H. Pettit, elvtr. owner who died in 1914, has sustained the contest of Mrs. Bessie P. Douglas, a daughter, and her 3 children. A distribution of the estate, amounting to more than \$2,000,000, has been directed by the court. The will sought to keep the bulk of the fortune in trust for 20 years after the death of his grandchildren. It provided that his widow, daughter, and her children, should derive only an income from investments.

Tariffs have been published by western lines entering this city, fixing switching charges at 1¢ per 100 lbs. with a minimum of \$6 per car. These charges apply only when connecting lines absorb the switching charges here on interstate traffic. They become effective on various dates up to Feb. 17.

## ST. PAUL LETTER.

A bill has been introduced into the house calling for the weighing of grain at terminal elvtrs. on track scales.

Paul F. Foss has been admitted to the firm of Wm. L. Henderson & Co., with which he has been connected for the past 10 years.

A bill has been introduced in the house making debts to farmers for grain purchased a first lien on the Minneapolis Chamber of Commerce.

The bill, by Representative Knute Knutson, of Benson, placing a tax of 1¢ on each \$100 involved in grain exchange transactions was put on general orders on Feb. 1. The measure will principally affect the Minneapolis Chamber of Commerce.

A current resolution memorializing Congress to establish terminal elvtrs. in the leading railroad and marine centers of the country was presented Jan. 29 to the house by the grain and warehouse com'te. The men in favor of the resolution declare that the erection of terminal elvtrs. by the government would be an effective move toward preventing congestion in railroad yards, and the consequent delay in the arrival of shipments.

The grain and warehouse com'te of the house has decided to report favorably on a bill introduced by Representative Magnus Johnson, of Litchfield, which prohibits elvtr. companies from discriminating between different points in the purchase of grain. Several hearings were held on the measure. An amendment proposed by Representative Asher Howard, of Minneapolis, that would overcome this objection was defeated by a vote of 13 to 2.

Members of the state railroad and warehouse commission do not want to lose control of the state grain weighing and inspection dept. I. B. Mills, chairman, O. P. E. Jacobson and C. M. Elmquist, commissioners, appeared before the joint com'tes of the senate and house Jan. 26 to protest against the proposed change. The efficiency and economy commission recommended in a bill presented in both houses that all of the grain inspectors and weighers be placed in charge of a chief inspector to be appointed by the governor "because the commission is overburdened with other work." No action was taken by the committees.

The following resolution has been introduced in the house by A. F. Teigen: "It is generally reported and believed that the Equity Co-operative Exchange, a competitive organization in the grain and live stock business ostensibly operating for the purpose of correcting present market abuses and elevating the standards of commercial practice and, as such, bidding for farmers' shipments of grain and live stock, is grossly mismanaged; that its funds are being dissipated; that grain and live stock consigned to it are sold far below market prices, resulting in heavy losses to farmer shippers." Including the Minneapolis Chamber of Commerce and the Duluth Board of Trade, the resolution authorizes the speaker to appoint a com'te of five representatives who shall conduct a complete inquiry and report to the house its findings with recommendations. Among the practices which the resolution aims to investigate are: Trading in grain futures or "options" and the so-called "puts" and "calls" methods in pit trading; the "short selling" system; "hedging"; private wire systems and trading on blackboard quotations; clearing-houses wherein "differences" are cashed from margins deposited or otherwise; the alleged monopoly of public storage; the details of the system of closing of trade on the "exhaust of margins," and the effect of "gambling in grain futures" on the prices of crops.

A bill regulating the manner of forming co-operative organizations, introduced by Representative Magnus Johnson, has been recommended for passage by the grain and warehouse com'te of the house.

O. P. B. Jacobson, of the state railroad and warehouse commission, addressed the farmers forum of the legislature Jan. 23, devoting himself to the federal grain inspection act. He declared that it would work a hardship to Minnesota farmers because of the technical requirements of the bill and the difficulties in appealing from grades fixed by the inspectors.

## MISSOURI

Lees Summit, Mo.—I may build warehouses to add to my seed business.—Chas. F. Owen.

Lathrop, Mo.—Guyton & Harrington have remodeled their elvtr. G. H. Birchard did the work.

Ava, Mo.—E. Q. Johnson has bot the interest of W. H. Smith in the Murray Inman Mlg. Co.

Lantha, Mo.—We have increased our capital stock to \$50,000.—Murray Lumber, Grain & Hardware Co.

Truesdale, Mo.—J. S. Klingenberg & Son contemplate installing an electric motor to replace their oil engine.

Sikeston, Mo.—The report that the Sikes-McMullin Grain Co. will build an elvtr. and mill here next season is incorrect.

Pilot Grove, Mo.—J. A. Brownfield has bot the elvtr. of the Harriman Elvtr. Co. I have been retained as mgr.—Wallace W. Burger.

Jasper, Mo.—J. P. Leiss is mgr. of the Jasper Elvtr. Co., which is operating the 10,000-bu. elvtr. of the Brand-Dunwoody Mlg. Co. under lease.

Galt, Mo.—D. H. Clark has taken his sons into business with him and the firm is now D. H. Clark & Sons. They will add 3,000 bus. additional grain storage and will erect coal bins this spring.

Aurora, Mo.—Our recent fire was confined to our corn meal mill. The elvtr. was not damaged in any way. We have not perfected plans for rebuilding the corn mill but will probably have same under way in a short time.—Majestic Mlg. Co.

Jefferson City, Mo.—An attempt is being made to pass a bill providing for the establishment of public hay tracks and for the state inspection of hay and straw at all terminal railroad points in the state. According to the dealers, the proposed bills are entirely unnecessary and would work a great hardship on their business, being impracticable to both shippers and buyers in the market. The bills would place the hay inspectors directly under the supervision of the state grain inspector's office, whereas the hay men say that grain and hay have nothing in common. The nominal charge for plugging a car of hay at the present time here is 50c a car. The proposed bills provide an additional charge of 75c, making a total of \$1.25 for each car.

## KANSAS CITY LETTER.

The Watkins Grain Co. has moved into new quarters in the Board of Trade Bldg.

Martin J. Lawless, member of the Moore-Lawless Grain Co., was married recently to Miss B. A. Donohue.

R. E. Brady, traveling representative for the Murphy Grain Co., has succeeded Thomas F. Knight as sec'y of the firm.

Ralph H. Orthwein, of St. Louis, will manage the office of the Mason Hawpe Grain Co. here. He has applied for membership in the Board of Trade.

Thomas F. Knight, sec'y of the Murphy Grain Co. and associated with the firm for 11 years, has severed his connection to become office mgr. for M. J. Lane & Co.

W. P. Hemphill, for the past 5 years in the employ of Goffe & Carkener, will be the new mgr. of the office of the Orthwein-Matchette Co., succeeding Cort Addison, who resigned to engage in the grain business on his own account.

The following memberships in the Board of Trade have been transferred: From Stuart Logan to Joseph W. Smith; Estate of C. G. Benton to Cort Addison. The following memberships have been posted for transfer: From Estate of Alfred Blaker to T. J. Blaker, of Pleasanton, Kan.; Mason Hawpe, of St. Louis, to Ralph H. Orthwein.

The recently organized Addison-Benton Grain Co. incorporated to deal in grain and grain products; paid up capital stock, \$20,000; incorporators, C. Herbert Benton, Cort Addison and E. C. Benton. Mr. Addison, formerly with Logan Bros. and the Orthwein-Matchette Co. is pres. and mgr. of the company, which opened offices Feb. 1 in the Board of Trade Bldg.

## ST. JOSEPH LETTER.

The Burlington Public Elvtr. Co. contemplates the erection of a 300,000-bu. annex to its elvtr., which is not large enough to take care of its increasing business.

Malcolm H. Gillett, of the recently incorporated Gunnell-Gillett Grain Co., has purchased the membership of Elmer R. Stripp in the Grain Exchange for \$1,800, which is the record price. When the exchange was organized 2 years ago the memberships sold at \$250.

Standing com'tes of the Grain Exchange have been appointed as follows: com'te on appeals, R. R. Clark, A. C. Muench, C. P. Wolverton; com'te on arbitration, C. A. Geiger, J. A. Gunnell, F. J. Watts; weights, J. W. Craver, H. L. Dannen, J. M. Thomas; sampling and inspection, A. J. Brunswig, S. M. Bird, A. C. Muench.

## ST. LOUIS LETTER.

Robert W. Harper, of Des Moines, Ia., and John F. Gallagher, of the O'Donnell Grain Co., Denver, Colo., have applied for membership in the Merchants Exchange.

A. B. Parker, of Memphis, Tenn., has been appointed federal grain supervisor with headquarters at this city. He has been supt. of the Union Elvtr. at Memphis for the past 8 years.

Charles B. Baron, grain sampler here for a number of years and recently appointed federal grain supervisor at Memphis, Tenn., has been presented with a beautiful gold watch fob by his friends in the grain trade.

John Dower was reappointed supervisor of the dept. of weights of the Merchants Exchange at a recent meeting of the weighing com'te. The petition circulated for his reappointment was signed by 190 of the most prominent members of the Exchange.

The Merchants Exchange, thru writ of error obtained in the Missouri Supreme Court to the Supreme Court of the United States, will continue to supervise weights in public elvtrs. at this market as heretofore, or until such time as a decision has been rendered by the higher court.

A bill, introduced by Representative Becker, creating a board called "The Missouri Market Commission" invested with drastic powers in the regulation of commission firms, corporations or individuals handling agricultural commodities, and exacting from them a license equal to 1/2% of their gross annual earnings has been reported favorably by the house com'te on agriculture of the state legislature. This bill penalizes dealing in futures on a margin, discriminating between communities, making false statements as to the quality of products offered for sale, making a contract to divide trade territory, and trying to sell any article upon the reputation of another, etc. The act requires commission firms to file annual reports in which they shall give the capital stock, amount paid therefor, dividends paid, surplus fund, complete list of stockholders, funded and floating debts, number of employees, salaries paid, amount expended, amount earned, how expended, and profits.

## MONTANA

Kevin, Mont.—The Equity Ass'n has built a 40,000-bu. elvtr. here.

Frannie sta. (no p. o.), Mont.—W. C. Runyan is building an elvtr. here.

Chôteau, Mont.—K. G. McLane has bot the elvtr. of the Farmers Elvtr. Co.

Joplin, Mont.—The International Elvtr. Co. is building an addition to its elvtr.

McClave, Mont.—Dwight McDonald has erected a 25,000-bu. elvtr. at this place.

Valier, Mont.—The International Elvtr. Co. has completed its elvtr. and placed it in operation.

Chinook, Mont.—The Imperial Elvtr. Co. will establish a lumber yard in connection with its elvtr.

Pendroy, Mont.—The Occident Elvtr. Co., of Minneapolis, Minn., has built a 30,000-bu. elvtr. here.

Shelby, Mont.—An elvtr. will be erected by W. C. Ablee, of Eureka, and N. D. McIver, of this city.

Great Falls, Mont.—A bill has been introduced in the Montana legislature to appropriate \$250,000 for the erection of a state terminal elvtr. here.

Silesia, Mont.—The Occident Elvtr. Co., of Minneapolis, Minn., has built a 35,000-bu. elvtr., equipped with a kerosene engine. C. E. Bird & Co. had the contract.

Geraldine, Mont.—The elvtr. of the McCaull-Webster Elvtr. Co. burned Jan. 18 together with about 12,000 bus. of grain. Loss, \$30,000, covered by insurance.

Lavina, Mont.—The Columbia Elvtr. Co. has built 30,000-bu. elvtrs. here and at Ryegate, equipped with kerosene engines for power. C. E. Bird & Co. had the contracts.

Salem, Mont.—The Rocky Mountain Elvtr. Co. built 22,000-bu. elvtrs. during the past year at Salem, Sand Coulee, Verona and Pendroy. C. E. Bird & Co. had the contracts.

Reserve, Mont.—The Montana & Dakota Grain Co. has built 25,000-bu. elvtrs. at Nashua, Lane and Reserve. Gasoline power has been installed. C. E. Bird & Co. had the contracts.

Ulm, Mont.—The State Elvtr. Co. has built 25,000-bu. elvtrs., during the past year, at this place, Comanche and Acton, equipped with kerosene engines. C. E. Bird & Co. had the contracts.

Galata, Mont.—The St. Anthony & Dakota Elvtr. Co., of Minneapolis, Minn., built elvtrs. last year at this place, Kremlin, Devon, Dodson, Dunkirk and Outbank. C. E. Bird & Co. had the contracts.

Zurich, Mont.—The Imperial Elvtr. Co., of Minneapolis, Minn., has built elvtrs. during the past year at this place, Gildford, Portage, Havre and Pendroy. One is now under construction for the company at Richey. C. E. Bird & Co. had the contracts.

Kolin, Mont.—Further developments and investigations in the case of O. W. Nelson, former agt. of the Rocky Mountain Elvtr. Co., show that he was not lost in a North Dakota storm as feared, but had disappeared with about \$4,500 belonging to the elvtr. company.

Great Falls, Mont.—A bill has been placed before the house appropriations com'te, providing for the erection of a state owned elvtr. at Minneapolis. Plans have been made to have the bill amended in order to place this elvtr. at Great Falls, and an appeal has been made to have it erected at St. Paul, Minn. The site is expected to be selected within a short time.

Bozeman, Mont.—Abner S. Dunlap, mgr. of the elvtr. and mill of the Bozeman Mlg. Co. for a number of years, has been sentenced to serve from 4 1/2 to 12 years on a charge of grand larceny. While employed by the Bozeman Mlg. Co. he is charged with having entered into a contract with William O'Connell, a farmer living near Springhill, to issue false receipts for grain supposed to be delivered to the elvtr. of the company and that some of these certificates thus issued by Dunlap were cashed by O'Connell, who shared the profits with Dunlap.



Cut Bank, Mont.—T. A. Larson and T. B. Bomboy, who formerly owned an elvtr. here, will erect a flour mill, to cost almost \$25,000.

## NEBRASKA

Oconto, Neb.—Farmers are considering the erection of an elvtr. here.

Elmwood, Neb.—The Farmers Elvtr. Co. has installed a 10-h. p. oil engine.

Hoag, Neb.—The Farmers Elvtr. Co. will install a Boss Air Blast Car Loader.

Culbertson, Neb.—I am with the Shannon Grain Co. at this place.—J. A. Kirk.

Thurston, Neb.—Farmers have formed a company with Daniel Sheehan as pres.

Bertrand, Neb.—The Farmers Elvtr. Co. has opened its new elvtr. for business.

Diller, Neb.—F. E. Hale has been retained as mgr. of the Farmers Elvtr. Co.

Stella, Neb.—John Mayer, of Auburn, has purchased the elvtr. of Richard Curtis.

Aurora, Neb.—The Aurora Elvtr. Co. has increased its capital stock from \$25,000 to \$50,000.

Ceresco, Neb.—We will improve our elvtr. in the fall.—Mont Robb, mgr. Farmers Union Ass'n.

Dorchester, Neb.—John Powell is now employed in the elvtr. of the Central Granaries Co.

Wabash, Neb.—Chas. Murfin has been retained as mgr. of the Wabash Grain Co. for another year.

Denton, Neb.—The Farmers Grain Co. has let contract for a 10,000-bu. addition to its elvtr. to G. H. Birchard.

Shubert, Neb.—Richard Curtis has sold his elvtr. at Stella and purchased the elvtr. of Evans Bros. at this place.

Lexington, Neb.—Robert Hewson has resigned as buyer for the Lexington Elvtr. Co. on account of failing health.

Minden, Neb.—The Minden Mlg. Co., operating an elvtr. and mill, has made extensive improvements in its plant.

Fremont, Neb.—We have under contract a 500,000-bu. elvtr. for the Nye Schneider Fowler Co.—Barnett & Record Co.

Plymouth, Neb.—John Selk will take personal charge of the elvtr., which he recently purchased from Charles Germer.

Boelus, Neb.—The Farmers Grain & Supply Co. has been incorporated with a capital stock of \$20,000.—Fred Teichmeier.

Guide Rock, Neb.—Albert Kindscher has succeeded L. E. Thunhorst, who resigned as mgr. of the Farmers Elvtr. Co. to go to Iowa.

Panama, Neb.—Farmers Elvtr. Co. incorporated; capital stock, \$10,000; incorporators, J. W. Copley, F. S. Tilton and R. G. Dickson.

Fullerton, Neb.—Burglars entered the office at the Fullerton Elvtr., of which E. E. Agnew is mgr., recently and took about \$12 from the safe.

Wabash, Neb.—John W. Colbert has bot the elvtr. of the Lincoln Grain Co., and will handle live stock in connection. He will place a mgr. in charge.

Hebron, Neb.—We have installed a 10-h. p. electric motor. We pay 9c down to 6c per kw. —H. D. Harding, mgr. Farmers Elvtr. & Shipping Ass'n.

Tobias, Neb.—I will make necessary repairs in my recently acquired elvtr. and will open for business about Mar. 10.—H. G. Otto, formerly at Wilcox.

Harvard, Neb.—Thomas A. Siefkin, who resigned Jan. 1 as mgr. of the Farmers Union Elvtr. Co. is now clerk of the district court at Clay Center.

Ainsworth, Neb.—Henry Ira, who has been in the employ of the Nye Schneider Fowler Co. for the past several years, has resigned on account of failing health.

Arapahoe, Neb.—The Farmers Equity Union has closed a deal for the purchase of the elvtr. of the E. Stockham Grain Co., but will not take possession until about July 1.

Elwood, Neb.—The new elvtr. of the Farmers Elvtr. Co. has been opened for business.

Leigh, Neb.—A farmers elvtr. company has been incorporated to build a 25,000-bu. elvtr. in the spring, at a cost of \$6,600. P. N. Glandt is vice-pres. of the company.

Osceola, Neb.—The Farmers Grain Co., has completed the 42,000-bu. elvtr. for which it let contract to G. H. Birchard. It is located on the U. P. and is equipped with an oil engine.

Barneston, Neb.—The Farmers Elvtr. Co. will build a 16,000-bu. elvtr., at a cost of \$6,000, to replace its present house. It will be completed before summer. J. A. Harvey has been retained as mgr.

Lorton, Neb.—Carl Peterson is mgr. of the recently incorporated Farmers Union Ass'n, which purchased my elvtr. to do a general grain business. I will handle live stock for the present.—James Murray.

Blue Springs, Neb.—The Farmers Elvtr. Co. is considering the purchase of the elvtr., west of town on the B. & M. R. R. William Craig has been re-elected sec'y-mgr. of the company for the ensuing year.

Colton sta. (Sidney p. o.), Neb.—We intend to build a 20,000-bu. elvtr. at this station, which is 7 miles west of Sunol. The new house will be similar to our recently completed elvtr. at Sunol.—Fenske Bros., Sunol.

Ulysses, Neb.—The state railway commission will ask Attorney General Reed to prosecute the defunct Ulysses Grain Co. for operating a public warehouse without a license, which caused a heavy loss to about 100 farmers.

Weeping Water, Neb.—The elvtr. and mill, owned by Olsen & Ring, of Elmwood, burned Jan. 17, together with 2,000 bus. of wheat and corn and a quantity of flour. Estimated loss, \$11,000; insurance, \$7,000. Plans are being made to rebuild.

Cedar Rapids, Neb.—A. J. Van Ackeren, of Van Ackeren Bros., operating a 50,000-bu. elvtr. and mill, was accidentally injured Jan. 20. He sustained a fractured arm and was bruised about the head. He had gone to the top floor to put some dressing on a loose belt when his hand caught in the belt. He was thrown against the spouting and became entangled in the machinery.

Pleasant Dale, Neb.—Parties unknown placed a candle in oiled excelsior and waste in the top of the elvtr. of the Nebraska-Iowa Grain Co. This was discovered by the light shining thru the window of the elvtr., by the agt. of the Burlington, about 7 o'clock Dec. 23. He reported it to persons, who extinguished the candle, which would soon have set the elvtr. on fire.—J. J. Brown, mgr. Farmers Grain Co.

## OMAHA LETTER.

Geo. A. Roberts and family have gone to Cuba for a pleasure trip.

Charles Compton has been secured as mgr. of the traffic dept. of the Grain Exchange.

Chester L. Weeks has discontinued the grain business here to go to Atchison, Kan., to conduct a grain business.

The Gate City Malt Co. has let contract to W. C. Bailey for a complete Hall Leg, a new 28 in. conveyor belt, a 50-h. p. electric motor, and the 27 flat bottom bins will be hoppers. When completed the elvtr. will have storage room for 150,000 bus.

Reports have been received at this city to the effect that a swindler has been going over the state calling on country grain dealers, contracting grain, and securing advances on contracts. He is described as about 5 ft. 7 in. in height, weighs about 160 lbs., dark complexion and round face.

The Browning Grain Co. incorporated to do a cash grain business; capital stock, \$10,000; incorporators, William M. Browning, Alex. C. Reed and Frank Stevens. The company has bot a membership in the Grain Exchange and opened offices in the Grain Exchange Bldg. Mr. Browning, who is pres. and mgr. of the company, was formerly in the grain business at Wichita, Kan.

We have just opened offices and intend to do a general grain business on the Grain Exchange. C. P. Moriarity, prop. of our company, was formerly connected with the Welch Grain Co. and the Cavers Elvtr. Co., and at one time managed farmers elvtrs. at Foley, Garrison and Brainard.—Moriarity Grain Co.

A 2,000,000-bu. elvtr., of concrete and steel construction, will be erected at Gibson by the C. B. & Q. R. R. Work will begin in the spring and the elvtr. will be so constructed that it can be enlarged to hold 8,000,000 to 10,000,000 bus. of grain. It will probably be leased to a Chicago grain firm, with a branch at Omaha.

## LINCOLN LETTER

The joint good roads com'te of both houses of the legislature has unanimously agreed to support H. R. 622, designed to meet the provisions of the federal law, and has recommended its passage.

Mr. Jacobson, another elvtr. man, was heartily for the bill as it stood. He contended that the elvtr. owner who pays the best price to farmers for their grain gets the most of it, and is a benefactor to his community. This, he thot, made the rule of average yearly shipments fair and proper. "There is no such thing in Nebraska, or in any market in the United States, as one dealer paying any less than his competitor for grain," retorted Murty. "If he does not pay the same price, he does not get the grain." After some further discussion, the bill was laid over without action on the amendment, to be taken up again at the next sitting.

The Liggett-Norton bill, backed by farmers elvtr. companies, providing for a distribution of grain cars to shippers in time of shortage, in proportion to their average yearly shipments was taken up by the com'te. This had been favorably recommended by the railroad com'te, with slight amendments. Mr. Murty, himself an elvtr. owner, proposed an amendment to strike out the proviso allotting cars on the basis of yearly shipments, which he said would give the big shipper an advantage he ought not to have over smaller competitors. When there is a shortage, declared Murty, one elvtr. is likely to have as much grain awaiting shipment as another irrespective of how much business they may do at other times of the year.

A bill has been introduced by Representative Murty which provides for the following: Appointment of a chief deputy inspector to have full authority over the inspection and weighing of grain at railroad terminals, public warehouses, or other places where the fees to be collected will be sufficient to pay the salary of an assistant weighmaster or inspector. Fixing rules and regulations (by the chief deputy inspector) to guarantee fair treatment of persons shipping, selling or buying grain. Chief deputy and all assistants to be men experienced in the grain business and especially the sampling and grading of grain. Fee scale ranging from 10 to 50c per wagon load or car load for various kinds of inspections and certificates. Salary of chief deputy, \$2,000; pay of assistants to be fixed by him, not exceeding \$125 per month, paid out of state grain fund created by turning in of fees to state treasurer. Penalty for improper weighing or grading, \$500 to \$1,000 fine, or six months to a year in jail, or both. Lesser penalty for acting without authority as an inspector of grain.

## NEW ENGLAND

Lewiston, Me.—J. B. Ham has taken over the grain business of the Turner Light & Power Co.

Harwich, Mass.—Thomas Rich Eldredge, grain dealer, was married Jan. 22 to Miss Alice F. Snow.

East Bridgewater, Mass.—The Farmers Co-operative Exchange has been incorporated; capital stock, \$10,000.

Boston, Mass.—Mark Shultis, one of the largest grain operators in the east, with offices in the Chamber of Commerce Bldg., died of pneumonia, Jan. 29, at his home in Brookline. He was 65 years of age.

## NEW MEXICO

French, N. M.—The elvtr. of the American Mercantile & Mfg. Co. has been closed for the present.

San Jon, N. M.—Lester Stone, of Amarillo, Tex., has secured a site on the railroad right-of-way for the erection of a 10,000-bu. elvtr. Work will commence as soon as the weather will permit. The foundation and dump pit will be of cement and the superstructure will be wood, covered with galvanized iron. Mr. Stone formerly owned the Clovis Mill & Elvtr. Co. at Clovis.

## NEW YORK

Fulton, N. Y.—W. T. Reynolds & Co., of Poughkeepsie, have purchased an elvtr. and feed mill at this place.

Rochester, N. Y.—The elvtr. of the Mystic Mlg. & Feed Co. was damaged to the extent of about \$500 by a recent fire.

Clayville, N. Y.—Fred P. Latus has bot the grain, flour and feed business, which his father, W. W. Latus, conducted for the past 30 years.

Lockport, N. Y.—George B. Thompson, pres. of the Thompson Mlg. Co. and the Mansfield Mlg. Co., of Mansfield, O., died Jan. 19, aged 77 years.

Albany, N. Y.—Wholley & Cherry, grain and feed dealers, contemplate the erection of a 1,000,000-bu. elvtr., at a cost of about \$400,000. Work will start about May 1.

East Aurora, N. Y.—The mill and elvtr., owned by Griggs & Ball, burned Jan. 24, entailing a loss of \$100,000, with insurance amounting to \$38,000. The elvtr. contained only 5,000 bus. of wheat. The plant will be rebuilt at once.

## BUFFALO LETTER

The Taylor & Bournique Co., of Milwaukee, Wis., has opened a branch office in the Chamber of Commerce Bldg., with H. C. Shaw as mgr.

Harry M. Barker, member of the grain firm of Charles Kennedy & Co., died Jan. 31, following an illness of 2 years' duration. He was 53 years of age.

## NEW YORK LETTER

The firm of Wright S. Travis has been incorporated to handle grain, hay and flour; capital stock, \$50,000.

Oscar K. Lyle, one of the foremost grain experts in the country, died Jan. 28 at Brooklyn. He had been a member of the Produce Exchange since 1890 and for the past 10 years was connected with S. B. Chapin & Co., for whom he visited many foreign countries to investigate crops.

## NORTH DAKOTA

Selz, N. D.—Farmers are organizing an elvtr. company.

Zahl, N. D.—The Farmers Elvtr. Co. is operating its new elvtr.

Forbes, N. D.—The elvtr. of the Farmers Elvtr. Co. burned Jan. 31.

Kramer, N. D.—L. Wertz, agt. of the Atlantic Elvtr. Co., died recently.

Beach, N. D.—C. H. Wiley is now grain buyer for the Farmers Elvtr. Co.

Ardoch, N. D.—The Equity Elvtr. Co. has been organized to build an elvtr.

Lostwood, N. D.—The elvtr. of the Imperial Elvtr. Co. burned to the ground.

Pekin, N. D.—A. M. Bergstrom is now mgr. of our elvtr.—Pekin Co-operative Elvtr. Co.

Bordulac, N. D.—A gasoline engine has been installed in the elvtr. of the Farmers Elvtr. Co.

Omeme, N. D.—The Co-operative Farmers Elvtr. Co. has been reincorporated with a capital stock of \$10,000.

Sheldon, N. D.—H. V. McCully, formerly agt. of the Great Western Grain Co., has removed from this city.—B.

Douglas, N. D.—Farmers Elvtr. Co. incorporated; capital stock, \$18,000; incorporators, H. J. Young, W. M. McElwain, and others.

Blanchard, N. D.—D. L. Williams, formerly agt. of the State Elvtr. Co., has removed from this place.—P. M.

Epping, N. D.—The Victoria Elvtr. Co. closed Dec. 28 on account of poor crops.—H. A. Schroeder, agt. St. Anthony & Dakota Elvtr. Co.

Dana, N. D.—The Occident Elvtr. Co. has built a 20,000-bu. elvtr. here and a 35,000-bu. elvtr. at Rocky Butte. C. E. Bird & Co. had the contracts.

Gwythe sta. (Ft. Rice p. o.), N. D.—I am temporarily out of the grain business and am now at Stewartville.—F. H. Dettloff, formerly agt. Occident Elvtr. Co.

McCanna, N. D.—I am out of the grain business. C. Mantel succeeded me as agt. of the National Elvtr. Co. here and I am now at Emerald.—N. H. Wailand.

Drake, N. D.—The Drake Mlg. & Grain Co., incorporated with a capital stock of \$40,000, has taken over the 100-bbl. mill and 14,000-bu. elvtr. at this place.

Raleigh, N. D.—The elvtr. of the Columbia Elvtr. Co. was burned Feb. 1 with a loss of \$21,000. About 8,000 bus. of grain was destroyed. Plans are being made for rebuilding at once.

Stampe, N. D.—The St. Anthony & Dakota Elvtr. Co. has erected a 25,000-bu. elvtr., equipped with a kerosene engine, to replace its elvtr., which burned last April. C. E. Bird & Co. had the contract.

Hong sta. (York p. o.), N. D.—John Steen, who has been mgr. of the Farmers Elvtr. Co. for 7 years, was presented with a beautiful gold watch and chain, by the stockholders of the company, when he resigned to become state treasurer.

Bismarck, N. D.—Senator Gronvold has introduced a bill proposing the establishment of a terminal elvtr. at Fargo, to cost \$300,000, which would be operated under the supervision of the state railroad commission. The present elvtr. capacity of North Dakota is estimated at 60,514,250 bus. To duplicate this capacity in one or a series of terminal elvtrs., would involve, it is estimated, an expenditure of \$25,000,000.

## OHIO

McCutchenville, O.—Farmers are organizing an elvtr. company.

Bloomington, O.—C. E. Lloyd has bot the elvtr. of Frank McDowell.

Portsmouth, O.—We contemplate installing a grain drier.—T. G. Jewett & Sons.

Lebanon, O.—Aungst Bros. & Spreng will increase the capacity of their elvtr. and mill.

Hancock, O.—The Hancock Co-operative Elvtr. & Supply Co. has decided to put its elvtr. in first class condition.

Van Wert, O.—Charles T. Pierce, pres. and mgr. of the Pierce Grain & Hay Co., was bereaved Jan. 21 by the death of his wife.

New Bavaria, O.—The Farmers Elvtr., Grain & Supply Co. contemplates rebuilding its elvtr. this year. The capacity will be doubled.

Springfield, O.—Col. John W. Burke, pres. of the Ansted & Burke Co., has returned to his home at this city, from the hospital at Baltimore, Md.

Republic, O.—Louis O'Connell will conduct a grain business in connection with his hay business. He will convert his hay barn into a grain elvtr.

Lisbon, O.—Louis Hadel, employed by F. C. Binsley & Co., operating an elvtr. and mill, caught his hand in a belt at the plant and was painfully injured.

Loudonville, O.—The Loudonville Mill & Grain Co. has enlarged and remodeled its plant. H. J. Bebout has been re-elected vice-pres., director and mgr. of the company.

Fremont, O.—The Peoples Elvtr. & Supply Co. is overhauling its elvtrs. and warehouse and the machinery will now be operated by electricity. C. E. Wolf has succeeded his brother, M. J. Wolf, as mgr. of the company.

Lewis Center, O.—I sold my grain business to R. G. Willis and am now out of the grain business.—J. O. Gooding.

Middlepoint, O.—Samuel Bessian, of Delphos, has purchased a half interest in the elvtr. here from Clyde Rickey.

Rushmore, O.—D. R. Risser intends to rebuild his elvtr., which burned last month, with a loss of \$15,000, on which only a small amount of insurance was carried.

West Lebanon (Mt. Eaton p. o.), O.—We have purchased the elvtr., which J. A. Yohn built at this station, on the Penna. R. R. J. H. Villard is mgr.—Mt. Eaton Supply Co.

Fostoria, O.—The Fostoria Farmers Exchange has increased its capital stock from \$20,000 to \$50,000. J. L. Lindover has been retained as mgr. for another year at an advanced salary.

Cleveland, O.—Our company liquidated the latter part of December. Our elvtr. and warehouse burned Nov. 8. The Coates Co., of Chagrin Falls, in which we are interested, will manufacture our products in the near future.—D. W. Tearhout, treas. Big Four Mlg. Co.

Sidney, O.—John W. Allinger, who had been engaged in the grain business all his life, died a few days ago. At the time of his death he was actively interested in the Miami Valley Grain Co., of this city, and the Botkins Grain & Mlg. Co. at Botkins. He was well and favorably known to the entire trade in this section of the country and all will regret to learn of his death.

## CINCINNATI LETTER

Mr. McMurtrey, of Decatur, Ill., has been appointed ass't federal grain supervisor here.

The annual dinner of the Grain Dealers Credit Ass'n will be held Feb. 19 in the Exchange Hall at the Chamber of Commerce.

Fourteen candidates from whom 7 directors for the Grain & Hay Exchange will be chosen, were nominated by the com'te, of which A. M. Braun is chairman. The annual election will be held Feb. 15. Following are the candidates: H. M. Brouse, C. S. Custer, August Ferger, John H. Dorset, E. A. Fitzgerald, Alfred Gowing, George Keller, W. R. McQuillan, Frank R. Maguire, H. E. Richter, Charles W. Schmidt, Edward A. Smith, E. B. Terrill and E. H. Wess.

## TOLEDO LETTER

The following new members have been admitted to membership in the Produce Exchange: E. W. Wagner, of Chicago, Ill., and M. W. Murphy, representing A. O. Slaughter & Co., Chicago, on transfer from J. T. Mattimore.—A. Gassaway, sec'y.

The following standing com'tes of the Produce Exchange have been named for 1917: Off Grades—O. H. Paddock, D. Anderson, H. R. DeVore, Frank Moorman and F. W. Annin. Wheat and Rye Inspection—D. Anderson, E. L. Southworth, F. Mayer, H. R. DeVore, F. O. Paddock, F. C. King and G. D. Woodman. Corn and Oats Inspection—O. H. Paddock, H. W. Applegate, H. D. Raddatz, W. H. Haskell, R. P. Lipe, J. W. Young and K. D. Keilholtz.

## OKLAHOMA

Alva, Okla.—Simon Shelley has entered the grain and feed business.

Sentinel, Okla.—The Sentinel Mlg. Co. has practically completed its new elvtr.

Dilworth, Okla.—The Choctaw Grain Co., of Oklahoma City, is building an elvtr. here.

Altus, Okla.—The Leger Mill Co. contemplates rebuilding and enlarging its elvtr.

Norman, Okla.—Thos. F. Cary, mgr. of the Norman Mlg. & Grain Co., recently broke his arm while cranking his automobile.

Clinton, Okla.—Safes in the offices of the elvtrs. of the Wilbur Miltenberger Estate and the Chalfant-Nelson Grain Co. were blown Jan. 22 and about \$50 in currency taken.



Marshall, Okla.—J. L. Henderson has succeeded Walter Potter with the Eastern Elvtr. Co.

Lambert, Okla.—The Farmers Grain & Supply Co. has been incorporated; capital stock, \$5,000.

Aline, Okla.—I am now operating the elvtr., which I purchased from J. M. Shepard.—J. W. Grim.

Kremlin, Okla.—The elvtr. of the Farmers Elvtr. Co. will be repaired. G. L. Godfrey will do the work.

Hollis, Okla.—An elvtr. is under construction for a company of which J. P. Morgan is business mgr.

Pondcreek, Okla.—The elvtr. and other property of the Pondcreek Grain, Fuel & Live Stock Co. was sold Feb. 5 at public sale.

Helena, Okla.—We contemplate installing cleaning machinery in our elvtr. for the coming season.—Roy R. Wright, mgr. Farmers Shipping Ass'n.

Laverne, Okla.—The Farmers Society of Equity, operating an elvtr. here under the name of the Laverne Local Clearing House, has discontinued business.—P. M.

Goltry, Okla.—The partnership existing between T. R. Couch and G. W. Hotaling, under the name of the Goltry Elvtr. Co., has been dissolved, Mr. Hotaling retiring.

Kingfisher, Okla.—The Farmers Elvtr. Co. has increased its capital stock from \$10,000 to \$15,000 and has bot the Choctaw Elvtr. The company has been operating the elvtr. of the El Reno Mill & Elvtr. Co. under lease since May 1.

Frederick, Okla.—J. A. and J. W. Alexander have bot suit in the district court against the National Bank of Commerce and C. W. Howard, asking \$113,000 damages. They state that the defendants attached their elvtr. and other property to the value of \$35,000 on Jan. 18, 1915. Previous to that time they say they were doing a prosperous wholesale and retail grain and feed business, which was ruined by this action.

## OKLAHOMA CITY LETTER.

The Yukon Mill & Grain Co., of Yukon, will erect a 3-story warehouse here.

The Cozart Grain Co. has let contract for 7 elvtrs., all to be built in Texas. The White Star Co. has the contracts.

The Dustin Grain Co. incorporated; capital stock, \$10,000; incorporators, Ed. Bonebrake, S. M. Irvin and H. A. Cadwalder.

The Garrison Coal & Feed Co. intends to build a 100,000-bu. elvtr. here.—E. H. Linzee, mgr. Western Grain & Brokerage Co.

House Bill No. 1 by Speaker Nesbitt, providing for the establishment of a state marketing commission, was reported favorably by the com'te on general agriculture.

C. E. Munn, federal supervisor for this district, has been called to Washington to assist in the establishment of the wheat standards, which will probably take effect June 1.—E. H. Linzee.

A warehouse law similar to that of Texas is planned for this state by the Farmers Union, which claims that a combination exists to control the price of cotton seed and is supporting a bill segregating ownership of oil mills from cotton gins.

I have received a license as federal grain inspector under the grain standard act, which went into effect Dec. 1, and will also be appointed official inspector for the Oklahoma City Board of Trade. I have been in the grain business in Oklahoma for 18 years.—E. H. Linzee.

Senate Bill No. 167, introduced by Johnson and McAllister, of the Senate, and Nesbitt, Hamilton and Fox of the House, is an act authorizing the board of county commissioners of the different counties to designate and select for improvement as state road in such county, additional roads not to exceed in all 15 per cent of the total road mileage of such county; providing for the improvement and maintenance of the same, and declaring an emergency.

The Agricultural Com'te of the Senate recently granted the grain dealers a hearing in opposition to House Bill No. 10, making it unlawful for merchants doing business in two or more places to buy or sell the same article at different prices.

## OREGON

Roseburg, Ore.—The Gardner Mill Co. will not rebuild its plant, which was recently destroyed by fire.

Portland, Ore.—The erection of a public elvtr., with a capacity of 1,000,000 bus. or more, is being urged by Prof. Hurd, of the Oregon Agricultural College.

## PENNSYLVANIA

Stokesdale sta. (Kress p. o.) Pa.—C. M. Horst, of Hagerstown, Md., has bot an interest in the elvtr. at this place.

Erie, Pa.—This company had 2 elvtrs. here, one of which burned in December, 1915. We are now erecting a concrete, tubular, 1,250,000-bu. elvtr., which we hope to have completed for operation by May 1. It is being constructed by the Stephens Engineering Co., of Chicago, Ill. Our other wooden elvtr. has a capacity of about 350,000 bus. and is equipped with steam power, which will be used for the discharge of grain to cars.—P. R. Perkins, mgr.-treas. Erie & Western Transportation Co.

## PHILADELPHIA LETTER.

The Philadelphia Grain Elvtr. Co. has given notice that elvtr. and other charges on grain at the Philadelphia Elvtr. and the elvtr. at Twentieth St. have been canceled, and in the future all parties in interest must refer to the Pennsylvania Public Service Commission No. 8.

The following were re-elected at the annual election of officers of the Commercial Exchange: Pres., Louis G. Graff; vice-pres., C. Herbert Bell; treas., Joseph W. Beatty. Directors, Charles Frehofer, Walter K. Woolman, Philip R. Markley, William H. Watkins, George M. Richardson, George C. Shane, Horace Kolb, W. S. Woodward, Samuel H. Young, Hubert J. Horan, F. Marion Hall, Charles Hay, William B. Stites, Frank M. Rosenkrans and J. Dawson Walls.

## SOUTH DAKOTA

Vilas, S. D.—A movement has been started for the erection of an elvtr. here.

Sioux Falls, S. D.—Gordon Cashman took over the management of the Flanley Grain Co. on Feb. 1.

Lake Preston, S. D.—G. Lunde, agt. of the Farmers Elvtr. Co., has left for a 3 months' trip to Cuba.

Sioux Falls, S. D.—B. A. Simpson, recently with E. W. Wagner & Co. at Omaha, Neb., has succeeded James W. Tuthill as mgr. of the company's local office.

Ellis, S. D.—A. H. Betts, of Mitchell, has rebuilt his elvtr., which burned last July. The new house is situated on the North-western and is equipped with electric power.

Sioux Falls, S. D.—H. A. Paulea, formerly with Lamson Bros. & Co., at this place, is now with the Fields & Slaughter Co., which has installed the private wire of the Armour Grain Co. and will act as correspondents here.

Pierre, S. D.—Both houses of the South Dakota legislature Jan. 30 adopted a resolution providing for the appointment of a joint com'te to investigate the advisability of a constitutional amendment permitting the establishment of state owned elvtrs.

Parker, S. D.—The elvtr. of Peter Meier burned Jan. 25. Loss, \$10,000; insurance, \$7,000. A blaze was discovered in the pit 4 times and each time it was thot to have been extinguished. Four watchmen were placed in the building over night but shortly after 12 o'clock the fire was seen coming from the cupola. The elvtr. will be rebuilt for the new crop.

Big Stone, S. D.—O. W. Kuderling, operating an elvtr., has purchased a line of implements to handle in connection.

## SOUTHEAST

Fredericksburg, Va.—Henry Warden contemplates the erection of an elvtr.

Dublin, Ga.—The Oconee Mlg. & Elvtr. Co. will build here. Work has not yet begun.—X.

Gainesville, Ga.—The Carter Grocery Co. has let contract for an elvtr. and a corn and feed mill.

Stewarts Wharf, Va.—H. G. Gaw & Co. incorporated to do a grain and fertilizer business; capital stock, \$15,000.

Yazoo City, Miss.—The Mississippi Grocery & Grain Co. has engaged in the grain and wholesale grocery business here.

Charlotte, N. C.—Henry B. Fowler has been elected pres. and general mgr. of the Adams Grain & Provision Co., succeeding the late J. J. Adams.

Lewisburg, W. Va.—We, with some others, expect to build a wheat elvtr. of about 20,000 bus. capacity, of concrete or wood.—Aquila Mlg. Co.

Mt. Jackson, Va.—The elvtr. and flour mill of J. I. Triplett, together with 20,500 bus. of wheat and considerable corn, burned recently. Loss, \$55,000; insurance, \$40,000.

Bailey, N. C.—I have entered business as manufacturer's agent and distributor, soliciting accounts and consignments of grain, hay, mill products and provisions.—J. S. Wilson.

Petersburg, Va.—The Newsome Feed & Grain Co., a Pennsylvania corporation, has taken out papers to do business in Virginia; capital stock, \$25,000. C. O. Inglefield is agt.

## TENNESSEE

Memphis, Tenn.—McCulloch & Pfeiffer will engage in the grain and feedstuffs business. Application has been made for membership in the Merchants Exchange.

Memphis, Tenn.—S. W. Portlock has been elected treas. of the Merchants Exchange and E. R. Gardner has been re-elected chief hay and grain inspector. The grain com'te is composed of W. P. Brown, S. M. Bray and E. E. Buxton.

Memphis, Tenn.—Consolidation of the Memphis Grain and Hay Ass'n with the Memphis Freight Bureau, effective Feb. 1, was arranged by com'tes representing those organizations. The freight bureau will be the official freight representative of the Merchants' Exchange. J. S. Davant, veteran commissioner of the Memphis Freight Bureau, will have general supervision over the enlarged dept., and James B. McGinnis will be asst' commissioner in special charge of the grain and hay freight traffic. New and larger quarters in the Exchange Bldg. will be sought at once by the freight bureau to handle the business of the consolidated traffic organizations. It is probable that the office force also will be increased. The consolidation is the result of the resignation of C. B. Stafford as commissioner of the Grain and Hay Freight Ass'n, to accept a similar position with the Louisville Board of Trade, effective Feb. 1.

## TEXAS

Austin, Tex.—Mr. Tillotson has introduced a uniform negotiable instrument bill.

Corsicana, Tex.—The Wichita Mill & Elvtr. Co. has removed to a new location here.

Brownsville, Tex.—I have discontinued the grain business on my own account.—M. Besteiro.

Wichita Falls, Tex.—W. M. Priddy resigned Feb. 1 as general mgr. of Wichita Mill & Elvtr. Co.

Littlefield, Tex.—Work has been started on an elvtr. for the Tolbert Grain Co., of Miami. The White Star Co. has the contract.

Electra, Tex.—A 50,000-bu. elvtr. will be erected by the Farmers Elvtr. Co., of which J. B. Ferguson is mgr.

Ralls, Tex.—The Townsend Grain Co., of Happy, has completed its elvtr., for which it let contract to the White Star Co.

Happy, Tex.—The Townsend Grain Co. will start work soon on an elvtr. at a nearby point. The White Star Co. has the contract.

Austin, Tex.—Mr. Burton, of Rusk, has introduced a bill levying 1½ per cent gross receipts tax on telephone companies in cities of over 5,000.

Austin, Tex.—A bill has been introduced by Mr. Floyd to enforce hire, tenant and share farming contracts where money or goods are obtained thereon.

Wichita Falls, Tex.—Frank Kell, pres. of the Wichita Mill & Elvtr. Co., is being boosted by his friends as a possible candidate for governor of Texas.

Hale Center, Tex.—The Hale Center Elvtrs. Co. has a new 15,000-bu. elvtr., owned by Roberts & Lemond, of which I am a member.—John J. Roberts.

Austin, Tex.—Messrs. Lattimore, Bee and McCollum have introduced a bill authorizing incorporation by those engaged in agricultural pursuits of farmers co-operative societies.

Amarillo, Tex.—Lester Stone has let contract for 2 elvtrs., one to be built in the southern part of this state and the other in New Mexico. The White Star Co. has the contracts.

The following have been admitted to membership in the Texas Grain Dealers Ass'n: F. L. Briggs & Son, Paducah; H. T. Lawler Mfg. & Trading Co., Bryan; Marshall Grain Co., Ft. Worth; Red Deer Grain Co. and W. F. Stocker, Miami.

Austin, Tex.—The Com'te on Constitutional Amendments also reported favorably the following Senate joint resolutions: By Mr. Henderson: Placing all public utilities under the control of the Railroad Commission, or permitting the Legislature to create a special Public Utilities Commission for the exercise of regulatory control.

Austin, Tex.—All grain dealers are urged to write their representatives in the Texas house to have House Bill No. 70 which was introduced by Representative Pope of Corpus Christi, recommitted to the com'te for a hearing, so that the grain dealers can be heard in opposition to it. The bill provides: If any commission merchant, grain dealer, cotton buyer, warehouseman, purchaser, carrier, weigher, grader, classifier, or the agent or representative of either, or any other person, his agent or representative, to whom is entrusted the measuring, counting, carrying, weighing, grading or classing of any oil, cotton, wool, sugar, hides, wood, coal, grain, livestock, fruits, vegetables, farm products, or other thing, article or commodity, sold, stored, pledged, bartered, given in payment, or offered for sale, exchange, storage, shipment or delivery, shall negligently, wilfully, fraudulently or falsely measure, count, weigh, grade or class any such oil, cotton, wool, sugar, hides, wood, coal, grain, livestock, fruits, vegetables, farm products, or other thing, article or commodity, sold, stored, pledged, bartered, given in payment, or offered for sale, exchange, storage, shipment or delivery; or having correctly measured, counted, weighed, graded, or classed any such oil, cotton, wool, sugar, hides, wood, coal, grain, livestock, fruits, vegetables, farm products, or other thing, article or commodity, sold, stored, pledged, bartered, given in payment or offered for sale, exchange, storage, shipment or delivery, shall render, make, keep, furnish, certify to, sign, report or enter or cause same to be entered, as incorrect measure, count, weight, grade or class of same, shall be punished by imprisonment in the penitentiary not less than two nor more than five years, and each such incorrect measure, count, weight, grade or class, so rendered, made, kept, furnished, certified to, signed or entered, or caused to be entered, shall constitute a separate offense.

Chillicothe, Tex.—The G. G. Kemp Grain Co. is considering the erection of an elvtr. to handle the new crop.

Lorenzo, Tex.—The Townsend Grain Co., of Happy, has completed its elvtr. here. The White Star Co. had the contract.

Austin, Tex.—Representatives from western districts are elated at the unanimous favorable report given the bill creating a new West Texas A. & M. College. The bill carries an appropriation of \$501,500, and the new A. & M. College is to be located by a board composed of the speaker of the House, Governor and Commissioner of Agriculture.

Wichita Falls, Tex.—The district court heard testimony recently in the suit by the Wichita Mill & Elvtr. Co. against the Walker Grain Co. of Ft. Worth to recover \$25,000 damages on account of the poor quality of wheat tendered on contracts for 120,000 bus. for Galveston delivery. J. W. Walker is made a defendant, as it is alleged he stood surety.

While sentiment appears to be favorable to senate bill No. 232, proposing to place the telephone companies under the control of the Railroad Commission the telephone people have a very heavy lobby in Austin trying to defeat the measure. It is claimed by Mr. Farnsworth, of the Southwestern Tel. & Tel. Co. that no one save our Association is taking any interest, and therefore the legislature should not pay any attention to us. Of course no one desires to place an undue burden upon the telephone companies, and all are willing that they should have proper remuneration for the services rendered, but as we have no way of telling what they are doing to us, we think they should be placed under the control of the Railroad Commission so this may be ascertained.—H. B. Dorsey, sec'y Texas Grain Dealers Ass'n.

## UTAH

Wellsville, Utah.—This station is in need of a grain elvtr.

## WASHINGTON

Espanola, Wash.—Farmers are organizing an elvtr. company.

Tekoa, Wash.—The Northern Grain & Warehouse Co. has prepared plans for a 100,000-bu. elvtr.

Mansfield, Wash.—The Farmers Elvtr. Co. will erect another large elvtr. Work will be started in the spring.

Lehy sta. (no p. o.), Wash.—An elvtr. will be erected at this station, which is 17 miles northeast of Mansfield.

Spokane, Wash.—R. J. Stevens has been elected pres. of the Washington State Grain Growers, Shippers & Millers Ass'n.

Seattle, Wash.—The Northwestern Grain Co. incorporated; capital stock, \$25,000; incorporators, K. N. Weeks, Arthur C. Nelson and Reldor Gjølme.

Seattle, Wash.—The Seven Grain Products Co. incorporated; capital stock, \$150,000; incorporators, O. P. Hopkins, W. H. Kindig and D. J. Conners.

Pullman, Wash.—William Chambers is discontinuing the grain business here and will remove to Portland in the spring. J. A. Ford, his partner, will take over the flour, feed and produce business, now conducted jointly with Mr. Chambers.

## WISCONSIN

Kewaskum, Wis.—The L. Rosenheimer Malt & Grain Co. has equipped new offices.

Cylon, Wis.—D. J. Nally, formerly mgr. of the elvtr. of the Northern Grain Co., died this month.

Marion, Wis.—Fuchs Bros. have installed new feed mill machinery and will grind feed in connection with their grain business.

Marion, Wis.—The elvtr. of the Dodge Hooker Mills, containing 7,000 bus. of grain and 2 cars of potatoes, burned recently. The damaged grain was handled by the Chicago Grain & Salvage Co.

Arcadia, Wis.—Caleb and Frank Weisenburger have bot the elvtr. of the Cargill Grain Co. for \$4,000.

Osceola, Wis.—The Osceola Mill & Elvtr. Co. will build a reinforced concrete flour mill in connection with its elvtr.

Whitehall, Wis.—The Pigeon Grain & Stock Co. has bot and taken possession of the elvtr. of the Cargill Elvtr. Co.

Platteville, Wis.—Korber & Wunderlin, grain and feed dealers, suffered a heavy loss recently, when their plant burned.

West Bend, Wis.—The West Bend Malting Co. has rebuilt its plant, which was damaged by fire, and it is again in operation.

Stoughton, Wis.—Claire Bickley has bot the interest of his partner, William Dearborn, in the elvtr., flour and feed business, and he is now sole owner.

River Falls, Wis.—The Prairie Roller Mills Co. has placed its elvtr. and mill in operation. This plant replaces the one, which burned July 11, 1916.

Fond du Lac, Wis.—The Fond du Lac Malting Co. has discontinued operations and the buildings have been purchased by the Fred Rueping Leather Co., to be used as a tannery.—Helmer Mlg. Co.

Hartford, Wis.—Konrad Bros. & Werner are not operating their elvtr. at this station. The Jos. Schwartz Brewing Co. is not operating its malt house and it now buys its malt.—A. G. Laubenstein.

Horicon, Wis.—I have installed a new feed mill and 50-h.p. Lauson Engine in the elvtr., which I purchased from J. W. Bailey. The Milwaukee Elvtr. Co. operates the other elvtr. at this station.—E. A. Kinde.

Janesville, Wis.—F. H. Green & Son have purchased the elvtr. of the Milwaukee Elvtr. Co., which they had been operating under lease. They have also established quarters and are furnishing market quotations for farmers coming to the city.

## MILWAUKEE LETTER.

A. J. W. Pierce, one of the oldest members of the Chamber of Commerce, died Jan. 27.

The rate of interest for the month of February has been fixed by the finance com'te of the Chamber of Commerce at 6% per annum.

Julian Scott has been transferred from our Sioux City office to assist T. W. Peterson, who has been, and still is, our mgr. here.—C. C. Flanley, of Flanley Grain Co.

The Taylor & Bournique Co. has taken possession of the 700,000-bu. annex to Elvtr. "E," owned by the Milwaukee Railroad. The elvtr. now has a capacity of 1,700,000 bus.

Ray J. Nye, of Superior, has been re-appointed a member of the state grain and warehouse commission for a term of 3 years. He has been a member of the board for the last 6 years.

Smith, Parry & Co. have begun the operation of their new plant, on the joint tracks of the Milwaukee and Northwestern Roads. The company will handle popcorn and will manufacture feeds of various kinds. The elvtr. has a capacity of 100,000 bus.

Assemblyman Hansen has introduced a bill in the state legislature providing for placing track scale supervision in charge of the state weights and measures dept.; appropriating \$1,500 to equip the dept., and that carriers pay the cost of inspection.

A constitutional amendment permitting the state to appropriate money for acquiring ownership and operating grain elvtrs. and storage plants, has been introduced in the state legislature by Assemblyman Herman Kent, of this city. The producer and consumer will directly profit by the state ownership of the machinery of distribution of farm products according to those favoring the bill.



## War Affecting the Grain Trade.

WAR INSURANCE rates were raised Feb. 1 from 3 to 10 per cent on trans-Atlantic shipments.

A CARGO OF WHEAT from Buenos Aires for the Belgian relief was lost when the steamer Lars Kruse was torpedoed Feb. 5 near the Belgian coast.

NO DEALINGS in maize options are permitted at Liverpool, except by license of the Wheat Commission, to whom all outstanding commitments must be submitted.

SEVERAL HUNDRED carloads of grain have been smuggled across the frontier of Switzerland to Italy by false declarations since Italy entered the war, and a number of arrests have been made.

THE FOOD MINISTRY at London Feb. 2 issued a public appeal to the nation to limit the consumption of bread to four pounds, of meat to two and one-half pounds, and of sugar to three-quarters of a pound weekly, per head.

A BILL will be introduced in the French parliament providing for the addition of 15 per cent of maize, rye, or barley flour to wheat used for bread making. Suppression of night work in bakeries is also proposed, or at least the stopping of the sale of fresh bread.

THE NAMES AND MOVEMENTS of vessels from the Atlantic seaboard to Great Britain will be kept secret in the future. As a result, London importers are at a loss to know what to do as regards war risk insurance, as they cannot effect insurance with the government, which, of course, offers the cheapest rate, unless they have particulars as to the sailings.

AMERICAN STEAMER HOUSATONIC, loaded with a cargo of wheat for the British government, was torpedoed by a German submarine Feb. 3. The vessel was warned and the total crew of 37 were rescued by the submarine and towed for 90 minutes toward land. The submarine fired a signal to a British patrol boat, which subsequently landed the crew at Penzance.

OFFICIAL SELLING agents of wheat for Great Britain, supplementary to the list published previously, are as follows: North American Trade: J. Jackson & Co. and Verriere & Co.; North Pacific Trade: Balfour, Williamson & Co., and Payne & Routh; Argentine Trade: Huni & Wormser; W. & R. Barnett; Ross T. Smyth & Co.; and H. Ford & Co.; Indian Trade: Ralli Bros., and E. D. Sassoon & Co.

BARON KURT, food controller of Hungary, recently announced: Last year's potato crop was very bad, and soon potatoes will be exhausted. Sugar has also run short. Henceforth maize will have to be used for the making of bread. Maize must form 10 per cent of the mixture of which the war bread is made. This percentage will be increased in February. Nothing but drastic economy and cheerful submission to the rules can avert a famine.

WAR RISK INSURANCE rates on United States vessels, which have been 1 per cent, were raised Feb. 5 to 10 per cent, the same as on ships of belligerents. The government war risk bureau conducted by W. G. McAdoo, sec'y of the Treasury, also made advances in its rates from 125 to 900 per cent, so that the highest government rate now is 2 per cent. For other neutrals the British government offers a rate far below that of commercial underwriters as an inducement for venturing into the war zone.

GERMANY's grain harvest this year is semi-officially reported to exceed last year's by 1,500,000 tons. The deficiency in the potato crop, which is considerably under average, will be, to a great extent, atoned for by the very good turnip crop. A reduction in the quantity of barley for brewing purposes by 50 per cent, greatly helps in overcoming the bad potato crop. Germany's stock of cattle has increased since the beginning of 1916 by over 400,000, and the stock of pigs by nearly 4,000,000. Germany can thus reckon on an improvement in the supply of milk and fat, especially as the Roumanian booty guarantees a great improvement in the supply of fodder.

TO EXPEDITE the shipment of grain from the West to their waiting ships C. Guthrie of the British Admiralty and Baron Marmaduke Furness held a conference at Chicago Feb. 8 with J. P. Griffin, pres. of the Board of Trade; J. S. Brown, traffic manager; Emanuel F. Rosenbaum, E. D. McDougal, W. N. Eckhardt, J. J. Stream and D. W. Cooke, vice pres. of the Erie R. R. Mr. Guthrie said "There are plenty of ships." Lord Furness said "We are not afraid of the submarines. All we ask is that Chicago get its exports to the coast." At the very moment when this conference was on, every railroad running east from Chicago had embargoes in force refusing to accept grain for export.

## Agricultural Appropriation Bill Passed by Senate.

The senate has passed the agricultural appropriation bill and it has gone to a conference com'te representing the two houses. The senate struck out the house provision in the bill for the distribution of free seeds by congressmen.

The senate added the following: For investigating the handling, grading, and transportation of grain, including the grain sorghums, for the purpose of fixing definite grades thereof, \$106,590: Provided, That \$25,000, or so much thereof as may be necessary, may be used by the Secretary of Agriculture to install a small experimental flour mill and other apparatus, and chemical and baking laboratories, in Washington, D. C., for the purpose of aiding him in establishing standards of quality and condition of wheat and other grains, as required by the Act of Congress approved Aug. 11, 1916, known as the United States grain standards Act.

It was provided by the senate that the monthly crop report of the agricultural department shall be printed and distributed on or before the 12th day of each month, so that the government statistics on grain and other crops will be made available before they are utterly out of date. It was stated in the debate in the senate that sometimes the department has data for crop reports three months before it publishes the same.

Senator Gallinger was opposed at first to the government flour mill proposition, but Senator Gronna of North Dakota, author of it, explained that it was necessary to make milling tests of wheat in order to carry out the provisions of the grain standards act.—H.

USERS of the machine devised by the Dept. of Agriculture for the division of samples of grain into definite fractions will save themselves a great deal of labor in performing the mathematical calculations by referring to a table worked out by E. G. Boerner and published as Bulletin No. 516.

## J. A. Edwards, Chicago Broker, Dead.

The news of the death of James A. Edwards, founder of the grain commission firm of J. A. Edwards & Co., Chicago, came as a shock to his many friends in the grain trade, especially so because of his strong personality, the long period of time he has been in the grain business and because of the prominent part he has taken to make conditions better.

Mr. Edwards was born at Baltimore in 1854, but had resided in Chicago for over fifty years. In 1875 he engaged in the grain commission business and two years later became a member of the Board of Trade. He remained in active charge of the business until he retired last April.

Mr. Edwards was one of the foremost authorities on Dutch art in the United States. His collection of paintings, sketches and etchings from the Netherlands takes front rank. Mr. Edwards was a member of the Chicago Athletic Ass'n and the Midlothian Country, South Shore Country, and Forty clubs. In every relation of life he was honest and wholehearted.

The business of J. A. Edwards & Co. continues along the same lines which have been so successful in the past, under the able and experienced direction of his son, Kenneth P. Edwards, who has been associated with his father for a number of years, and who has been the active head since the retirement of the father last April.

SCOOP SHOVELERS have a stack of corn, 20x40x5 ft. lying on the ground at Athelstan, Ia.—B.

THE "BUSHEL BOY" of the Johnson-Olson Grain Co. is a brochure of 8 pages carrying good cheer to its many patrons.

CANARY ISLANDS produced 20 per cent more wheat in 1916 than in 1915, and a 50 per cent increase in the acreage for 1917 is assured.



J. A. Edwards, Chicago, Ill., Deceased.



## Interpretations Under Grain Standards Act.

In addition to those published in last number of the Journal, the Office of Markets and Rural Organization, in Service and Regulatory Announcements No. 18, has given the following interpretations and opinions under the Grain Standards Act:

**Conforming Bids to Official Grades.**—A manufacturer bidding for his specified grades of yellow milling, yellow feed, white milling and white feed corn, different from those of the Act was informed by Chas. J. Brand, chief, that it is doubtful whether these bids bring the manufacturer into conflict with the Act, with the suggestion that the bids be so framed as to correspond with the official grain standards.

**Shipment between Non-Inspection Points Without Inspection.**—For several years we have been shipping grain to interior points where there were no board of trade or State inspectors. This grain we have been selling as No. 3 or better, or as No. 4 or better, using these grades as a basis to establish the price. We have permitted the parties to whom we sold the grain to inspect the grain and have accepted their inspection as the basis for final settlement. We still have considerable business with these parties and we will ask you to kindly advise us if under the United States grain standards act we can continue to sell these parties by using the grades as a basis for final settlement the grade placed upon this grain by the parties to whom the grain is sold. We might mention, however, that in no case do they furnish a certificate of inspection. We accept their advice as final.

In reply D. F. Houston, sec'y, states that pursuant to the third proviso in section 4, you may ship such grain from without inspection under the act to a point in another state where no such licensed inspector is located, upon compliance with the rules and regulations of the Sec'y of Agriculture, and subject to the right of either party to the transaction to refer any dispute as to the grade of the grain to the Sec'y of Agriculture for determination. It is believed that you may, without violating the act, continue to sell your grain according to the grades of the official grain standards of the United States, if such be established, and may also, in your contracts in the class of cases described, make the grade of the grain assigned by the receiver at destination the basis for final settlement, subject to the right of either party to refer a dispute as to its grade to the Sec'y of Agriculture. Whether the right to refer such dispute can be waived by the parties in their contract is a question upon which this department does not feel warranted in expressing an opinion.

**Explanatory Terms in Addition to Names of Grades.**—You ask whether it is permissible under the United States grain standards act to add the term "crop 1916" to the designation of the grade of corn, and also to use the term "dried corn" in connection with the grade designation, as, for instance, "No. 2 dried corn" or "No. 3 dried corn," as the case may be. If the terms "crop 1916" and "dried corn," as they prima facie indicate, are used merely in this explanatory sense, it is believed that they may be added to the true grade designations without violating the act. However, these terms should not be made a part of the grade designation as in the example you cite of "No. 2 dried corn," but should be added in such a way as clearly to indicate their explanatory nature, as, for instance, "No. 2 mixed corn, dried."

**Statement Regarding Grade.**—A company operating a mill at a point where there is no licensed inspector, raises the question as to whether, in such case, the receiver, or one of its officers, would be violating the law by stating to the shipper, in writing, that the grain received was a certain grade.

The company receiving and purchasing the grain may, without violating the act, furnish, in its own name, to the shipper a written statement setting forth the grade of the grain in accordance with the official grain standards of the United States, and, for this purpose, may use the information which is furnished to it by its private inspector.

**Double Inspection for Export Grain.**—An exporter having sold wheat to grade No. 2 suggests to the Office of Markets that he can apply the grain having a western certificate on a contract calling for western inspection and that he can apply the grain having a seaboard certificate on the contract calling for seaboard inspection; but Chief Brand says:

On the face of the facts as presented, it appears to this office that the movement of the grain from the western inspection point to the seaboard prior to its segregation and distribution between the purchasers, constitutes in effect a shipment for the seller's use and benefit, and that the movements from the seaboard to Europe, following such segregation and distribution, are separate shipments pursuant to the contracts with the European buyers. Therefore, assuming that the sale was made by grade, it would seem that it would be necessary to have the grain inspected for the purpose of such second shipments by a licensed inspector located at the seaboard.

**Inspector Must Re-inspect When Shipper Decides to Make Shipment Interstate.**—At cities where the state grain inspector is the licensed inspector for the federal department, that is, where the same individual prepares and signs both certificates, can the inspector who has graded the shipment and issued a certificate of the state department on an intra-state shipment, on being advised that it is desired to forward the car out of the state, take up the state certificate and issue a federal certificate on the car, making no charge for the exchange of certificates?

Sec'y Houston replies: If, in the case you cite, after standards shall have been established for the grain involved, it is inspected at — upon its arrival from another point in Kansas, for the purpose of its shipment to a point in another state pursuant to a sale, offer for sale, or consignment for sale by grade, such inspection would satisfy the inspection requirements of the act for the purpose of that particular shipment. On the other hand, if such inspection be made solely for the purposes of the intrastate shipment or transaction, and not for the purpose of the interstate shipment, it would not satisfy the act, but there would have to be a further inspection of the grain by a licensed inspector for the purpose of the interstate shipment, either at the shipping point, at a point en route, or at destination.

**Consignee's Name not to be Posted.**—Explaining the provision of the law that the inspector shall post where his license is posted the record of the transaction Chief Brand states that "The regulation 2, sec. 15, requires that the record mentioned shall contain the name of the person for whom the service is performed or his agent, and not the name of the consignee."

**Time for Appeals.**—"Cars of grain are left in the railroad yards here often for four or five days after arrival before they are switched to the elevator where they are to be unloaded. Inspection takes place as soon as cars arrive in the yards, but the receiver of the grain does not see it until four or five days later, when it is being unloaded. He may then wish to appeal. However, too much time would have elapsed since the grading had been done, and he would have to accept the grain on the certificate issued."

In the case mentioned it appears, in view of section 2 of regulation 3 of the rules and regulations under the United States grain standards act, that no appeal could be taken after the car is unloaded at the elevator, if more than 48 hours, exclusive of nonbusiness days, have elapsed since the grade was posted as required by section 15 of regulation 2, unless for good cause an extension of time has been granted pursuant to section 8 of regulation 3.

**Too Full for Inspection.**—On grain for eastern points billed to Buffalo and held at Buffalo for rebilling, when too full for inspection, Buffalo dealers have been re-consigning at the thru rate, the inspection "Red Ticket" showing the condition that made grade determination uncertain.

The Buffalo dealers desire to continue this practice, claiming that, when the grain is shipped from a point at which there is no inspector to a point at which there is no inspector, inspection at Buffalo, an intermediate point at which there is an inspector, is not required unless desired by the parties to the transaction. The facts, however, do not appear clearly to bear out such a contention.

It is the opinion of the department that, in case the grain is sold to some one at Buffalo, who takes delivery of it at that point and then resells and rebills it to some one east, there are two separate transactions and shipments. Such being the case, the question presented is fully discussed in Service and Regulatory Announcements No. 17, on pages 24 and 30, items 9 and 14. It would, of course, be necessary, at any point where inspection must take place for the purposes of the act, for the shipper to have the grain placed in proper condition for such inspection.

**Local Grain Com'ite Not Recognized on Appeal Unless It Presents Certificate of Li-**

**censed Inspector.**—To a federal grain supervisor asking whether he can entertain an appeal from an appeal decision made by a local grain com'ite, Chief Brand writes, "If the decision of the local grain com'ite be expressed in the form of the determination of a licensed inspector and the consequent certificate of grade issued by him under the act, it is believed that you should entertain any appeal therefrom which is made in compliance with the rules and regulations of the Sec'y of Agriculture."

**No Import Inspection Unless Desired.**—You ask whether you have the right to entertain an appeal in the case of corn coming from Argentina into the port of — and found not to be up to contract. It is assumed that you refer to an appeal from an inspection of such corn made by a licensed inspector at (port of) —

You will note from Item 8, page 11, Service and Regulatory Announcements No. 15, that, in the opinion of this office, no inspection under the United States grain standards act is required for the purpose of the importation of any grain; only shipments of grain made from points in the United States are subject to the inspection requirements of the act. There is nothing in the act which would prevent an inspection by a licensed inspector of Argentine corn at the point in the United States to which it is imported if the parties so desire. If there be such an inspection at the point of import for the purpose of a new shipment of the product in interstate or foreign commerce, as defined in the act, of course an appeal from it could be taken. However, there appears to be no authority in the act for the Sec'y of Agriculture to entertain appeals from inspections made solely for the purpose of importations.

**Appeal from State Appeal Board.**—If the reinspection or the decision of the appeal board be expressed in the form of the determination of a licensed inspector which calls for the issuance by him of a certificate of grade under the United States grain standards act it is believed that you should entertain an appeal therefrom involving grain for which standards shall have been established under the act, provided it otherwise complies with the conditions set forth in section 6 of the act and the rules and regulations of the Sec'y of Agriculture.

## Program for Farmers Grain Dealers Ass'n of North Dakota.

The Farmers Grain Dealers Ass'n of North Dakota will hold its sixth annual convention Feb. 27-28 and March 1 at Fargo at the Gardner Hotel. The following program has been arranged:

**TUESDAY, FEB. 27, 10 A. M.**

Registration.

2:00 P. M.

Address of welcome, Mayor H. F. Emery.

Response, chairman of association. "Outlook of Our Ass'n," Chas. E. Eckerle, general organizer.

"Pro-rata Profits; Saving on Income Tax," Guy F. Briggs, manager, Coleridge, N.D.

"1916 Milling Wheat Experiments," Dr. E. F. Ladd.

"Model Farmer Elevator By-laws," M. C. Gaulke, state sec'y.

**WEDNESDAY, FEB. 28, 10 A. M.**

"Storage of Grain," W. H. Stutsman, ex-chairman Railroad Commission.

"Price Card; How Made; Its Value," F. R. Durant.

Address, J. H. Worst.

2:00 P. M.

"Reward Faithful Manager and Directors," Thomas L. Daniels, sec'y, Kansas.

Discussion, "Value of Home Financing,"

"Uniform Bookkeeping and Auditing," Edwin J. Bishop, accountant.

8:00 P. M.

Address, Frank M. Myers, sec'y, Iowa.

Paper, A. M. Steinhart, sec'y, Illinois.

**THURSDAY, MARCH 1, 10 A. M.**

"Mutual Insurance," H. C. Lockin, sec'y, Mutual Insurance Ass'n of Ia.

"Advantages of Model Elevator," A. A. Lane, state president.

"Economy Handling Farmers' Grain," O. A. Sundlie, state director.

Forenoon session will probably be devoted to the managers and their needs.

2:00 P. M.

Business session.

Com'tee on Resolutions. Com'tee Report.

Treasurer's Report.

Sec'y's Report.

Election of officers.



## Supply Trade

EVERYTHING comes to the man who advertises while he is waiting.—*Chicago Daily News.*

DES MOINES, IA.—W. J. Combs of the Iowa Mch. & Supply Co. died recently after a short illness.

CHICAGO, ILL.—The National Scale Men's Ass'n will hold their annual meeting in this city March 19, 20 and 21.

PEORIA, ILL.—The Hart Grain Weigher Co. recently added a new building to its factory, which gives it a total floor of approximately five acres.

HASTINGS, NEB.—J. F. Kealy has succeeded J. W. Worrick as mgr. of the Hastings Foundry & Iron Works, Feb. 1. Mr. Kealy has long been identified with the structural dept. of the company.

MAROA, ILL.—"Don't Swallow the Dust" is the title of an attractive little booklet recently issued by the Maroa Mfg. Co., giving detailed information regarding its Boss Air Blast Car Loader. This booklet will be sent to Journal readers upon request.

ADVERTISING pays when it is made to pay. The plowing, planting and growing of a crop is not profitable without harvesting it. We are continually meeting advertisers who seem to expect the fruits of advertising to harvest themselves.—*John Lee Mahin.*

WAYLAND, MICH.—We have recently moved to this city from Rochester, Ind., and now have a fine factory building, well equipped with modern machinery for any mill or elevator proposition. We have incorporated for \$50,000, \$40,000 paid in.—A. D. Hughes Co.

WINNIPEG, MAN.—The Richardson Grain Separator Co. will erect a new plant in this city. In the past the company has been supplying the Canadian market from its Minneapolis factory, but owing to the increased demand it will manufacture in Winnipeg in the future. The new factory will be ready for occupancy this year.

ADA, KAN.—Progressive grain buyers who are installing the Reed Improved Scale Desk are Farmers Elevtr. Co., Barnesville, Minn.; Central Granaries, Elk Creek, Nebr.; Farmers Elevtr. Co., Minden, Neb.; Rector Grain Co., Holdredge, Neb. I have recommended Clark's Pounds to Bushel tables as they fit the desk very neatly.—Percy Reed.

CLEVELAND, O.—The Hill Clutch Co., manufacturers of power transmission machinery, held another of its regular get-together meetings Feb. 6 for all of the officials, superintendents and department heads. About fifty attended the meeting. All were guests of the company at supper served in the company restaurant. After an address by H. J. Smith, chief engineer and works manager, on the objects and aims of these meetings, the general discussion followed on shop production, efficiency, etc. Several interesting papers were read by F. W. Sebelin, supt., on "Shop Efficiency and Scientific Management"; H. Switzer, foundry supt., on "Betterment of Foundry Production," and H. F. Corrigan, sales dept., on "Service as Viewed Through the Customer's Eye."

I CAN NOT do without the Grain Dealers Journal.—J. K. McGonagle, Washta, Ia.

## Bankruptcy or Reasonable Compensation for Dealers.

BY E. T. CUSTENBORDER, SIDNEY, O.

Of the many problems confronting the country grain dealers, the most important one is, Shall a small percent of our patrons dictate to us the policy we shall pursue in the management of our business? A policy that means loss to us all and eventually bankruptcy to many of us, or Shall we conduct our business on a fair and equity basis that we may have some assurance of earning a reasonable margin of profits on our investment?

By far the larger portion of our patrons are willing for us to receive a reasonable compensation for our services. We seldom demand or expect more. A few of our patrons are never satisfied with any prices. When they buy, or when they sell, they expect to be favored.

Now, it is this element with which the grain dealer has to cope. Shall we, with the support of a larger majority of our patrons, conduct our business on a safe and sane basis or shall we continue to permit the small minority to rule and ruin us?

The Supreme Court has decided that it is not a violation of the law in restraint of trade to fix prices when only reasonable margins are maintained. There is not now, nor has there ever been a law against one dealer's telling another at what price he is going to pay for or sell an article, nor to advise him before doing so of any change he intends to make in his prices.

The support of the slogan, "Uniform Prices and Practices," does not violate any statute, but meets the approval of all fairminded merchants and patrons.

Shall grain dealers be true to themselves, fair with competitors and just with patrons, or will we be false to all?

On the proper interpretation of this principle rests the solution of one of our greatest problems. Will you lend your support and influence to the solution of this and our many other problems?

## Crary-Johnson Co.

When a man who has long been a member of a board of trade, a man who has long been in a broker's office, and two men who have large acquaintance in the grain fields combine forces and go after it hard enough, they are certain to have a prosperous business. Such a combination, the Crary-Johnson Co., has just opened offices on the ground floor of the Insurance Exchange bldg. in Chicago.

Chas. S. Crary, pres., has been a member of the Board for 20 years, formerly being located at Streator, Ill. Geo. B. Johnson, vice-pres. and treas., is widely known thruout Kans., Okla., and Neb., having operated a general grain business at Hastings, Neb. Arthur C. Wolfe, sec'y, has been associated with Thompson & McKinnon; and J. A. Bushfield, who has charge of the cash grain dept., is well known from here to Texas, and all over the southwest.

The new offices of the company are excellently equipped, and the customer's room is furnished for comfort and business. The company will operate private wires thru Illinois and the Middle West, and will transact the usual cash and consignment business in grain. It is equipped to give customers current market prices and news. It will also deal extensively in stocks, cotton and provisions.

## Announcement No. 1 READ IT

# Now Grain Dealers Can Double-Up On Profits

Over 10,000,000 Flour Users all over America saw the full-page opening gun on FLavo FLOUR in The Saturday Evening Post, February 10, starting our \$100,000 campaign on FLavo FLOUR in all leading national publications.

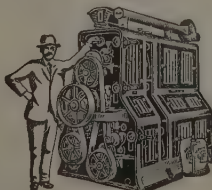
You Elevator and Grain men don't have to give up your present business to own and control the big FLavo FLOUR business of your community by putting in an

## AMERICAN (Midget) MARVEL (Self-Contained) FLOUR MILL

Thousands of elevator men and small town long-system millers are calling upon us to tell them all the facts about this.

## Join Over 1000 Members of Community Marvel Millers

Over 1000 owners of American Marvel Flour Mills are joining this big Nation-wide movement. You too can start at once. Investigate today



## Big New Opportunity

Can't you see that after seven years of nothing but success these owners of this mill are on the only right road to making money in the community flour business? Unless this were true we would certainly not be spending \$100,000 of our money to advertise the FLavo FLOUR which they make—and which you can make. Get the facts.

WRITE TODAY! Delay by you is your loss if you miss out on getting control and ownership of FLavo FLOUR in your vicinity. All facts sent quickly. Write.

ANGLO-AMERICAN MILL CO., INC.  
435 Trust Bldg., Owensboro, Ky., U. S. A.

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## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**Pennsylvania**, in list 27, gives a list of freight tariff publications issued by the Fort Wayne and the Pan-Handle Routes.

**B. & O.** in Sup. 5 to H2335-C quotes rates on grain and grain products from landings on the Illinois River; to eastern points, effective Feb. 15.

**B. & O.** in Sup. 13 to 14184 quotes rates on grain, grain products and by-products from points in Ohio; to points in the C. F. A. territory, effective Feb. 16.

**C. B. & Q.** in Sup. 23 to 7072-A quotes local Illinois distance rates on freight between stations on its line on and east of Mississippi River, etc., effective Feb. 25.

**Alton** in Sup. 5 to 1596-C has reduced the rate on elevator dust from stations in Illinois to New Orleans and Memphis and southern and southeastern points, effective Mar. 10.

**C. & A.** in Sup. 7 to 2-D gives switching and other terminal charges, also rules governing absorption of switching, drayage and transfer charges applying at stations on its line, effective March 1.

**Monon**, in Sup. 10 to 449-L, suspends the effective date of 449-L quoting joint rates on grain and grain products, carloads from stations on its line to Virginia common points and Hagerstown, Md., to May 15.

**C. B. & Q.** in Sup. 13 to 849-E quotes rates on grain and grain products from its stations in Ill., Ia., Mo., and connecting lines, to Atlantic seaboard, interior and eastern Canadian points, effective Feb. 15.

**Pennsylvania**, in Sup. 4 to Ohio, P. 527, gives rules and regulations governing car demurrage charges applying at stations and sidings on the P. C. C. & S. L. R. Ry., P. Co., P. T. Ry., C. L. & N. Ry., M. Ry., W. T. Ry., effective Jan. 21.

**Pennsylvania**, in Sup. 2 to I. P. U. C., P. 268, gives rules and regulations governing car demurrage charges applying at stations and sidings on the P. C. C. & S. L. Ry., P. Co., P. T. Ry., C. L. & N. Ry., M. Ry., W. T. Ry., effective Dec. 26, 1916.

**C. B. & Q.** in Sup. 8 to 7072-C quotes local Illinois distance rates on wheat and all grain except wheat between Illinois stations on its line; also between stations on its line on west bank of Mississippi River and Illinois stations on its line, effective Feb. 25.

**Monon** in Sup. 5 to 6056 suspends the effective date of 6056 which quotes joint rates on grain, grain products and by-products of grain, carloads from stations on its line to points in Canada, Cape Breton, New Brunswick and Nova Scotia; also Me., Mass., and Vt., to May 15.

**Monon**, in Sup. 17 to 5577, suspends the effective date of 5577 quoting joint and proportional rates on grain and grain products, carloads from stations on its line to Boston, New York, Philadelphia, Baltimore, Buffalo, Pittsburgh and other points in the eastern states and Canada, to May 15.

**C. & A.** in Sup. 45 to 2-C suspends on Illinois state traffic, by order of the Illinois Public Utilities Commission, the effective date of Sup. 26 to 2-C, in so far as said sup. in items Nos. 473-B, 515-D, 600-D and 930-A (reissued from Sup. 14) provides for industrial switching rates, until Apr. 23.

**L. A. Lowrey**, agent, in Sup. 2 to 20-1 quotes local and joint terminal charges, rules and regulations from or to points within the Chicago district on out-bound and in-bound freight traffic also rules governing intermediate service on freight traffic passing thru the Chicago district, effective Mar. 1.

**C. R. I. & P.** in Sup. 9 to 19687-1 quotes joint and proportional rates on grain, grain products, seeds, hay, broom corn, from Missouri River stations and other stations in Ill., Ia., Minn. and S. D. on its line and the K. & D. M. Ry. to Mississippi Valley points and other stations in Ala., Ark., Fla., La., Miss., Tenn. and Tex., effective Mar. 17.

**Monon**, in Sup. 12 to 5829, suspends the effective date of 5829, quoting joint and proportional rates on grain by-products, in carloads, and grain, grain by-products and grain products, in mixed carloads, from stations on its line to Boston, New York, Philadelphia, Baltimore, Norfolk, Buffalo, Pittsburgh, and other eastern, Va. and western terminal points, to May 15.

**A. T. & S. F.** in Sup. 5 to 7481-E quotes joint rates on grain products and seeds, carloads from stations in Col., Kan., Mo. and Okla.; also Superior, Neb., on its line, the G. C. & S. F., the L. & T. Ry. and the K. S. W. Ry. to points in Ala., Ark., La., Mo., Miss., Okla., Tenn. and Tex., on or reached via the K. C. S. Ry., M. P. Ry., S. L. S. F. Ry. and connections, effective Mar. 1.

**Monon** in Sup. 12 to 5591-A suspends on interstate traffic the effective date of Sup. 7 to 5591-A which quotes local rates; also re-shipping rates on grain, grain products and by-products of grain and malt, carloads, from Chicago, Englewood, Ill., Hammond, Ind., Hegewisch, Pullman Jct. and South Deering, Ill., originating locally or when from territory beyond, to stations on its line, to May 15.

**C. R. I. & P.** in Sup. 29 to 19690-F quotes local, joint and proportional rates on grain, grain products, seeds and broom corn, carloads from stations in Col., Kan., Mo., Neb., N. M. and Okla., also Council Bluffs, Ia., to Little Rock, Ark., Memphis, Tenn., New Orleans, La., and stations in Ala., Ark., La. and Miss., and on corn and articles taking same rates from Memphis, Tenn., to stations in Okla., effective Mar. 1.

**C. R. I. & P.** in Sup. 23 to 19690-F quotes local, joint and proportional rates on grain, grain products, seeds and broom corn, carloads from stations in Colo., Kan., Mo., Neb., N. M. and Okla., also Council Bluffs, Ia., to Little Rock, Ark., Memphis, Tenn., New Orleans, La., and stations in Ala., Ark., La. and Miss., and on corn and articles taking same rates from Memphis, Tenn., to stations in Okla., effective Feb. 20.

**Monon** in Sup. 13 to 5592-A suspends on interstate traffic the effective date of Sup. 8 to 5592-A which quotes joint rates; also re-shipping rates on grain, grain products and by-products of grain and malt, carloads, from Chicago, Englewood, Ill., Hammond, Ind., Hegewisch, Pullman Jct. and South Deering, Ill., originating locally or when from territory beyond to principal points in Ind., Ky., N. Y., O., Pa., and W. Va., to May 15.

### F. S. Rexford.

The many friends of F. S. Rexford, who for several years traveled the southwest in a Ford car, marked "Rex," in the interests of the Grain Dealers Mutual Fire Ins. Co., will be pleased to know that he has recently become identified with the Bruce Bros. Grain Co., of Wichita, and will once again call on his friends of the Southwest.

During the last two years Mr. Rexford has been in charge of the Norris Grain Co.'s office at Enid. His long experience in the operation of a country grain elevator enables him to thoroughly understand the difficulties of the country elevator operator, and to give valuable advice where it is needed.

CONSTRUCTION of grain elevators at the head of Lake Superior at the expense of the federal government is advocated in the Minnesota legislature in a resolution offered by Magnus Johnson.

### Embargoes More Severe.

No relief seems to be apparent in the freight car congestion. New embargoes are being imposed, altho it was promised that when the increased demurrage charges went into effect cars would be released more promptly and enable the carriers to lift their embargoes. The embargo situation at present is as tight as at any time during the past several months.

**Gulf, Colorado & Santa Fe**, effective Jan. 31, on all grain moving to the port of Galveston.

**Nickel Plate**, effective Feb. 2, put on a fresh embargo on grain to the seaboard east of Buffalo.

**Belt R. R. of Chicago** has removed its embargo of Jan. 17 on cars for the N. Y., C. & St. L. Ry.

**Belt R. R. of Chicago** has removed its embargo of Jan. 15 on cars for the Chesapeake & Ohio Ry.

**Michigan Central**, effective Jan. 27, on all freight billed for Grand Trunk Railway delivery at Welland, Ont.

**Pennsylvania**, effective Jan. 30, 1917, on all shipments of corn for domestic delivery at No. 2 Elevator, Baltimore.

**Baltimore & Ohio**, effective at midnight, Jan. 26, on all freight for export via Curtis Bay, Baltimore, Md., except coal.

**Indiana Harbor Belt**, effective Jan. 27, removed its embargo of Dec. 19 on cars for delivery to the N. Y. C. & St. L. R. R.

**Indiana Harbor Belt**, effective Jan. 26, on all cars for delivery to the Chesapeake & Ohio Ry. of Indiana, except livestock and perishable.

**Grand Trunk** has renewed its embargo on shipments of American corn, which lasted one month and which had been lifted for a few weeks.

**Baltimore & Ohio**, effective Jan. 29, removed its embargo of Dec. 19 on eastbound carload freight from connections, Chicago to Chicago Junction.

**Pennsylvania**, effective at midnight, Jan. 26, on all its lines west of Pittsburgh on all eastbound shipments of carload freight originating on Pennsylvania lines at Chicago.

**Illinois Central**, effective midnight Feb. 4, on all grain moving for export via New Orleans. Cars in transit prior to the effective date of the embargo will be accepted.



F. S. Rexford, Kansas City, Mo.



**Delaware & Hudson Co.**, effective Jan. 23, on all traffic, carload and less, routing via any route destined to points on or via the N. Y., N. H. & H. R. R. and C. N. E. Ry., except coal, field and garden seeds, newsprint and book paper.

**New York, Chicago & St. Louis**, effective Jan. 26, modified its embargo of Dec. 20 on eastbound carload freight, to permit acceptance of all eastbound carload freight to its stations to and including Buffalo, N. Y., but not for points east of Buffalo.

**Missouri Pacific**, on shipments of grain for export via Westwego, La. Shipments of wheat or corn for Galveston for export will only be accepted by special arrangement with J. H. Keefe, representative Galveston Bay Ports Embargo Relief Com'te.

**Baltimore & Ohio**, effective Jan. 27, removed its embargo as revised Jan. 10 and modified Jan. 24, on westbound carload freight destined to points west of and routing via Pittsburgh, Pa., destined to points on connections Chicago Junction, to Chicago inclusive.

**New York Central**, effective Jan. 27, on all carload and less than carload freight for delivery by the New York Central R. R. to the Grand Trunk R. R. at Huntington, Que., destined to points on or via that line, except livestock, perishable, field seeds, seed grain, nursery stock and fertilizer.

**New York Central**, effective Jan. 20, on all carload and less than carload freight from all points, except livestock and perishable, consigned or to be reconsigned for delivery by the New York Central R. R. to the Pennsylvania R. R. at East Buffalo or Gardenville, N. Y., destined to points on or via that line.

**Chicago, Milwaukee & St. Paul**, effective at once, on carload freight other than live stock, perishable freight, fuel, tank cars loaded or empty and empty gondola cars for Chicago and Milwaukee also for points east of Chicago via those gateways. This includes freight via Spaulding, Kirkland, Ladd and Granyville, Ill.

**New York Central**, effective Jan. 29, on all carload freight, except livestock and perishable, consigned or to be reconsigned for New York Central R. R. or Canadian Pacific Ry. delivery at Montreal, P. Q. Embargo is extended, effective Jan. 30, to apply on carload freight routing to or via connecting lines via Montreal, Que.

**Pittsburgh & Lake Erie**, effective Jan. 25, extended its embargo of Jan. 13 on freight destined to points beyond their rails, to include freight of any description destined to points beyond their rails. This embargo prohibits the acceptance of freight for which special permits have been issued by the P. & L. E. R. R. or by any other R. R. Co.

**New York Central**, effective at midnight, Jan. 30, further extended its embargo to prohibit acceptance of all freight from all connections at junction points on line west, Chicago, Ill., to Elkhart, Ind., inclusive (including Illinois Division points) destined to points on the New York Central R. R. west of Elyria, O., and south of Monroe, Mich., as permitted under modification of this embargo, Jan. 10.

**New York Central**, effective Jan. 31, on all carload and less carload freight for delivery by the New York Central R. R. to the Grand Trunk Ry. at Massena Springs, N. Y., and Cecile Junction, P. Q., destined to points on or via that line or when billed to Massena Springs, N. Y., or Cecile Junction, P. Q., "for beyond," except livestock, perishable, field seeds, seed grain, nursery stock and fertilizer.

**New York Central**, effective Jan. 27, further modified its embargo of Dec. 21 on all freight from connections at Buffalo, N. Y., or east thereof, except when originating at points on the New York Central System Roads, destined to points on or via the New York Central R. R. west of Buffalo, N. Y., or Clearfield, Pa., to permit acceptance of shipments originating at points on the Boston & Maine R. R.

**New York Central**, effective Jan. 29, extended its embargo of Jan. 20 on carload freight routing to or via the Michigan Central R. R. at Black Rock and Suspension Bridge, N. Y., to prohibit acceptance of all carload and less carload freight from all points routing to or via the Michigan Central R. R. at Black Rock and Suspension Bridge, N. Y., except livestock, perishable, field seed, seed grain, nursery stock and fertilizer.

**Baltimore & Ohio**, modified its embargo of Dec. 15 on eastbound carload freight from connections Chicago to Chicago Junction, to permit acceptance of all freight originally routed via B. & O. R. R. loaded and billed prior to January 10 when destined to B. & O. R. R. points, Philadelphia and west thereof. This does not permit acceptance of freight originally routed via other lines, nor shipments restricted by embargoes on Akron, Youngstown, Cleveland and various other points.

**Cleveland, Cincinnati, Chicago & St. Louis**, effective Jan. 26, extended its embargo of Jan. 18 on all freight consigned to points on or via the Baltimore & Ohio R. R. at Columbus, O., except livestock and perishable, is extended January 26, effective at once, to prohibit acceptance of all carload freight billed to any destination on or via the Baltimore & Ohio R. R. at Cincinnati, Ohio, except livestock, perishable, food for human and animal consumption, field seed, seed grain, nursery stock and fertilizer.

**Wheeling & Lake Erie R. R.**, effective Jan. 19, on all carload freight from connecting lines at Toledo for points on its line or routed via its line, except shipments of livestock, perishable, fuel oil, foodstuffs for human consumption, feed for domestic animals and poultry, and W. & L. E. R. R. Co. material. This embargo also covers shipments consigned to consignees located on the tracks of the W. & L. E. Ry. within the switching district at Toledo, and consignees taking W. & L. E. Ry. public team track delivery at Toledo, Ohio. Shipments billed up to and including January 20 will be accepted as rapidly as conditions at Toledo will permit.

**Pennsylvania lines west of Pittsburgh**, effective Jan. 20, has extended its embargo as revised Jan. 6, as follows: Embargo all eastbound carload freight originating on foreign lines within or beyond the Chicago district when routing to their lines at any junction point in the Chicago district or via Hartsdale, North Judson, Hobart or Hamlet, when destined to any point on or via P. C. C. & St. L. R. R. or to any point on or via the P. F. W. & C. Ry. These restrictions will not apply to the following traffic unless otherwise embargoed: Perishable and livestock, foodstuffs for local domestic human consumption, manufactured feed for animals and poultry, agricultural seeds and other commodities.

**New York Central**, effective Jan. 30, extended its embargo of Dec. 21 on all freight from connections at Buffalo, N. Y., or east thereof, or at Clearfield, Pa., or east thereof, destined to points on or via the New York Central R. R. west of Buffalo, N. Y., or Clearfield, Pa., except when originating at points on the New York Central R. R., Boston & Albany R. R., Boston & Maine R. R., New York, Ontario & Western Ry. and other roads enumerated in this embargo, as follows: To prohibit the acceptance of all carload freight originating at Buffalo, N. Y., or east thereof or Clearfield, Pa., or east thereof destined to points on or via the New York Central R. R. west of Buffalo, N. Y., or Clearfield, Pa., except livestock, perishable, coal, coke, field seed, seed grain, nursery stock, fertilizer, freight consigned to or in care of an officer of the U. S. Government, freight consigned to or in care of an officer of the New York Central System Roads, also freight authorized by G. H. Ingalls, Freight Traffic Manager, New York Central Lines, Chicago, Ill., when operating conditions permit and when not covered by other existing embargoes.

## The Calamity of War

The uncertain political conditions which world-wide strife has precipitated, and the difficulty of determining what the future holds for us is something in which all are interested. It is particularly the function of the "Rosenbaum Review" to look into the future through the eyes of experience, as well as through an active business; to endeavor to foresee for our own protection, as well as those of our customers, just where we are, and whither we are bound. We have a double duty to perform, which inspires in us a determination to protect our own business, and in the protection of this business we in turn guard the interests of our many customers.

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## Supreme Court Decisions

**Telegraf Co.'s Limitation of Liability.**—The reasonableness or unreasonableness of a stipulation on a telegraf blank limiting the telegraf company's liability to \$50 in the absence of greater expressed valuation of the message is for the Interstate Commerce Commission to determine.—*W. U. Tel. Co. v. Showers*. Supreme Court of Mississippi. 73 South. 276.

**Leading Record in Evidence.**—One who loaded cars with goods sold and shipped, and made out slips of the amount in each car, and turned them in to the bookkeeper, can refresh his memory from a statement thereof drawn from the books, and testify to its correctness; that is, that it is a correct copy of the memoranda originally made by him.—*Cobb v. Riley*. Court of Civil Appeals of Texas. 190 S. W. 517.

**Buying in Defaulted Contract.**—Upon failure of the seller to fulfill a contract covering 30,000 to 35,000 bushels of grain, the buyer may purchase in the open market at the best prices possible on the seller's account up to the minimum amount, the delivery of which amount by the seller would have been a compliance with his contract. *Cargill Commission Co. v. Mowery*. Supreme Court of Kansas. 161 Pac. 634.

**Limited Valuation.**—A stipulation in a contract of shipment that the amount of any loss or damage for which the carrier should be liable should be computed on the basis of the value of the property, being the bona fide invoice price, if any, to the consignee, including the freight charges, if prepaid, was valid, so that a shipper, who had purchased a soda fountain for \$100, the actual value of which was \$250, could recover only the cost to him.—*Wilson v. Chicago, Great Western R. Co.* Kansas City Court of Appeals, Missouri. 190 S. W. 22.

**Interstate Commission's Errors of Law Reviewable.**—A conclusion by the Interstate Commerce Commission on a question of fact, such as the reasonableness of a rate, the correctness of which depends wholly upon a consideration of the weight to be given the evidence before it, will not be reviewed by the court; but a conclusion which plainly involves, under the undisputed facts, an error of law, or which is supported by no substantial evidence, will be so reviewed.—*McLean Lumber Co. v. United States*. U. S. District Court, Tennessee. 237 Fed. 460.

**Rights and Liabilities of Retaineree of B/L.**—Where seller of lumber retained B/L to keep title until payment by a bank, and bills were then forwarded to a second bank, pursuant to its agreement with the buyer and first bank to pay for the lumber and take the Bs/L as security, when title to the lumber passed from buyer to seller, it also passed to the second bank by virtue of the Bs/L, and hence could not, either before or after, be attached as the property of the buyer.—*Kinsolving v. State Savings & Trust Co.* Springfield Court of Appeals, Missouri. 190 S. W. 379.

**Carrier's Liability for Acting on Instructions of Notify Party.**—A carrier, receiving carloads of potatoes and issuing a B/L showing their consignment to the order of the shipper in New York City, with instructions to notify the purchaser of arrival, and stipulating for "Sixtieth street delivery (lighterage free)," and that they were not to be delivered to any one except on surrender of the original Bs/L properly indorsed, after notifying the purchaser and without receiving the Bs/L, was not justified in unloading the potatoes on the purchaser's direction and at a dock where they were liable to, and did freeze.—*Beggs v. New York, Cent. R. Co.* Supreme Court of New York. 162 N. Y. Supp. 387.

**Partial Payments on Draft.**—When a consignee did not take advantage of a special arrangement permitting him to make partial payments on a draft for the price of the goods shipped and to receive partial deliveries, but waited until the whole amount was due, the failure of the holder of the draft to surrender the warehouse receipt held as collateral on a tender of payment by the consignee, the draft having been previously accepted, did not constitute a defense to an action on the acceptance.—*First Nat. Bank v. Gidden*. Supreme Court of New York. 162 N. Y. S. 317.

**Injury to Consignee's Foreman.**—Where a car had been placed upon a side track to be unloaded, the consignee's foreman had a right to be in it while unloading it, and it was the duty of the railroad in the exercise of due care to warn him of any movement of its cars that would make it unsafe for him to remain there, and, when other cars were backed against it with such force as to throw him from his seat and cause personal injuries, it was not in the exercise of due care, and was liable for such injury.—*Guy v. Boston & Maine R. R. Co.* Supreme Judicial Court of Maine. 99 Atl. 371.

**Title Passes when Draft is Tendered.**—While ordinarily a contract of sale cannot be an executed one till property in the thing sold passes to the purchaser, yet it providing that the goods are to be shipped seller's order notify purchaser, and draft made with B/L attached, and it being the intention that title shall not pass till the draft is paid, the contract becomes executed as to the seller when the goods are delivered at designated point, notice thereof given, and the draft with B/L properly indorsed is tendered to the purchaser for acceptance.—*Southern States Co. v. Long*. Court of Appeals of Alabama. 73 South. 143.

**Attaching Draft to B/L without Right Cancels Contract.**—The seller of goods having without right attached draft to the B/L of the first installment to be accepted before delivery of the B/L, and, on return of the draft by the buyers with statement that the goods were not bought on such terms, written the buyers asserting its right to require acceptance of the draft, and notified the carrier to hold the goods subject to its order, because, it stated, the refusal of the buyers to accept was a repudiation of the contract, the buyers had a right to treat the whole contract as rescinded.—*Hazel Hill Canning Co. v. Roberts Bros.* Court of Appeals of Maryland. 99 Atl. 424.

**Damages under Carmack Amendment.**—Under the Carmack Amendment (Act June 29, 1906, c. 3591, § 7, pars. 11, 12, 34 Stat. 593), to the Interstate Commerce Act (Act Feb. 4, 1887, c. 104, § 20, pars. 11, 12, 24 Stat. 336 [U. S. Comp. St. 1913, § 8592]), as to carrier's liability for "loss, damage, or injury," to goods, etc., delivered to it for shipment, punitive damages are not recoverable against a carrier for the mere wrongful acts. The acts of Congress relating to interstate commerce are exclusive in that respect, and no damages for injury to a shipment are recoverable except those allowed by the federal statutes.—*Harman v. Southern Ry. Co.* Supreme Court of South Carolina. 90 S. E. 1023.

**Liability of Shipper.**—A B/L constitutes the contract between a shipper and a carrier, and, where no more appeared than that it was the intention of a shipper and the initial carrier that the shipment was to be made and the charges therefor collected from the consignee at destination, its terms could not be varied. The shipper is primarily liable under a B/L providing that the owner or consignee should pay the freight, and, if required, should pay it before delivery. In such case, the consignee also becomes liable when he accepts the shipment and pays a part of the freight. A carrier may lawfully refuse to deliver goods until all the transportation charges are paid.—*Yazoo & M. V. R. R. Co. v. Picher Lead Co.* Springfield Court of Appeals, Missouri. 190 S. W. 387.

**Reduced Rate for Limited Liability.**—Where alternate rates, fairly based on valuation, are offered for an interstate shipment, the carrier may limit its liability by special contract.—*Louisville & N. R. Co. v. Hobbs*. Supreme Court of Tennessee. 190 S. W. 461.

**Actions by Shipper for Damages.**—Any person claiming to have been damaged by a discriminating or otherwise illegal act of an interstate railroad company is given a right of action for damages by Interstate Commerce Act Feb. 4, 1887, c. 104, § 9, 24 Stat. 332 (Comp. St. 1913, § 8573), and his failure to first apply to the Interstate Commerce Commission is not jurisdictional, but affects only the matter of proof. If the act complained of is in accordance with a duly established and filed system of rule, he can only prove its unjust or discriminatory character by procuring a finding of such fact by the Commission, which has exclusive power to make such finding, and he may at the same time ask for an award for damages as provided in section 16 of the act, as amended by Hepburn Act June 29, 1906, c. 3591, § 5, 34 Stat. 590 (Comp. St. 1913, § 8584); but, if the act complained of is a departure from such established rules, he may prove such fact without resort to the Commission.—*Hillsdale Coal & Coke Co. v. Pennsylvania R. Co.* U. S. District Court, Pennsylvania. 237 Fed. 272.

**Attachment of Proceeds of Draft.**—The Q. Company drew its draft on D. in favor of the S. Bank, with B/L attached covering a carload of flour, and same was deposited by the U. Co. in such bank to the credit of the U. Co. Thereafter it was forwarded to the H. Bank for collection. Though the sale of the flour to D. was made in the name of the Q. Co., it appeared that it was merely the selling agent of the U. Co. It further appeared that the deposit was made in the regular course of business between the two companies, which business averaged 150 similar drafts during each month, and that on the drafts being deposited a credit was entered by the U. Co. on its books in favor of the Q. Co. Held, that the reception of the draft by the S. Bank and the entry of a credit therefor in favor of the U. Co. constituted a purchase of the draft, not a deposit for collection, and that therefore the proceeds of the draft belonged to the S. Bank and were not subject to attachment in the hands of the H. Bank as the property of the Q. Co.—*Guggenheimer v. Queen Bee Flour Mills Co.* Supreme Court of Tennessee. 190 S. W. 455.

**Workmen's Insurance.**—Employers' Liability Act (Acts 33d Leg. c. 179) pt. 3, §§ 6, 9-11, provides that the Employers' Insurance Association shall not issue policies until not less than 50 employers with not less than 2,000 employes have subscribed to the plan, and not until specified conditions have been complied with, or when the number of subscribers falls below 50 or the number of the employes below 2,000. Part 4, §2, provides that any insurance company, lawfully transacting liability or accident business within the state, shall have the same right to insure the liability to pay the compensation provided for by part 1, and that when such company issues a policy conditioned to pay such compensation the holder of such policy shall be regarded as a subscriber, so far as applicable under the act. Held, that the last provision brings within the operation of the act not only every employer entitled to its benefits who has not become a subscriber to its plan, but also every such employer who has procured insurance against his liability as such and complying with the requirements as to notice to his employes, etc., whether the insurance procured is by the association created by the act or by some other insurance company, so that the operation of the act is not dependent upon whether the employer elects to become a subscriber to the association or not, nor upon the number of employers and their employes who did or not.—*Marshall Mill & Elevator Co. v. Scharnberg*. Court of Civil Appeals of Texas. 190 S. W. 229.



## Must Buy in Shortage in Three Days.

A. S. Lewis, Dallas, Tex., plaintiff, v. R. H. Drennan Grain Co., Oklahoma City, Okla., defendant, before the Tri-State Appeals Com'te, composed of J. H. Shaw, H. Work and L. G. Belew.

This is a case which has been appealed from the Arbitration Com'te of the Oklahoma Grain Dealers Ass'n. This controversy originates over the purchase of three cars of corn by A. S. Lewis thru Mr. Hardie, from the R. H. Drennan Grain Co. at 85½¢ sacked in even weight packages, delivered Dallas, Tex., ten days shipment.

The confirmations do not agree. The confirmation of the R. H. Drennan Grain Co. specifically states that his weights and grades shall govern, and the confirmation of A. S. Lewis, does not mention nor stipulate anything relative to any guarantee. It also appears that two cars of corn were shipped on the contract. The R. H. Drennan Grain Co. claims it has completed the shipments in pounds, 120,000 pounds making a sufficient amount to fill an order for three 40-thousand pound cars. They shipped these 120,000 pounds in two cars on account of a suggestion of appellant A. S. Lewis, requesting or asking the R. H. Drennan Grain Co. to ship, if possible, 20,000 pounds of chops and 20,000 pounds of corn.

A. S. Lewis, did not act in accordance with the instructions of Rule No. 7 of the Trade Rules of the Grain Dealers Ass'n wherein it states that "Where a seller does not make shipment within contract time, the purchaser shall within three days buy in for the seller's account any unfinished part of the contract," and therefore this Com'te holds that he cannot recover on that account and his failure to comply with this rule prevents him from protection. We therefore confirm the decision of the Arbitration Com'te of the Oklahoma Grain Dealers Ass'n and assess the costs of this arbitration against the appellant.

## Embargo No Defense Unless Specified in Contract.

Stacks & Kellogg, Milwaukee, Wis., plaintiffs, v. the Mayo Milling Co., defendants, before the Arbitration Com'te of the Grain Dealers National Ass'n, composed of D. I. Van Ness, Elmer Hutchinson and E. C. Eikenberry.

On Feb. 22, 1916, the plaintiffs sold thru their broker to the defendants 25,000 bus. sulphured Oxford barley screenings at 47½¢ per bu. of 32 pounds delivered Newport News. Shipment to be made within 20 days Sundays and national holidays not included. Feb. 26, 3625 bus. were shipped and applied on the contract. On or about Feb. 26 an embargo was placed against shipments to Newport News and on that account the plaintiffs claim to have been unable to fill this contract within time limit.

On Mar. 15, the defendants notified the plaintiff's brokers who in turn notified the plaintiffs that the defendants considered the contract cancelled on account of expiration of time limit. To which notification the plaintiffs replied that the time limit did not expire until Mar. 16 and if defendants would give directions to an open port the balance would be shipped on that date. This the defendants refused to do standing on their notification of cancellation.

The plaintiffs make their claim for loss of \$944.77 based on the price paid the Milwaukee Western Malt Co. for one car of barley screenings to be re-cleaned and to weigh approximately 32 to 34 lbs. which car was bought on Mar. 14 at 58¢ Milwaukee. They state it was from this class of screenings they were making their Oxfords and that the above price figured on an oat basis equals 43.08¢ per bu. Newport News, or a net loss of 4.42¢ per bu. on 21,375 bus.

Considerable argument is made by each side to show whether or not an embargo was in force during the entire life of this contract but no real evidence is produced on this point. This point, however, seems immaterial, as the contract provided for delivery at Newport News and made no provision to protect the plaintiff in case of an embargo. Further, shipping directions were given with confirmation of the trade and were accepted upon receipt.

This Com'te denies the plaintiffs their claim and orders that the cost of arbitration be paid by them.

MANY THANKS for the good things I get from reading the Grain Dealers Journal.—Charles R. Price, prop. Linden Elvtr., Linden, Mich.

## Decision on Application of Trans-actions Stamp Tax.

Judge Evans in the United District Court at Chicago Feb. 2 granted the Chicago Board of Trade an appeal from the decision allowing the collector of internal revenue to collect war stamp taxes on offers, transfers and scratch sales; but most of the brokers went to the office of the collector Feb. 6 and voluntarily paid back taxes totaling \$100,000.

The law enacted Oct. 22, 1914, imposed a tax on sales of 1 cent for each \$100 of value. This was interpreted by the brokers, as under the former stamp tax of 1898, not to require the payment of additional taxes if other names were submitted for those in the original sale, as such transfer is not a new contract.

Bids and offers are considered by brokers as not taxable unless they result in an actual sale. The money changing hands on an offer for 1,000 bus. May wheat at \$2 per bu. is only \$1; yet the government sought to collect 20 cents tax, or one-fifth of the total consideration. In order to assess this tax and penalty the collector ordered the brokers to produce before him "All records of bids and offers in grain transactions from Dec. 1, 1914, to Sept. 8, 1916," which the attorneys of the brokers declared he had no right to do.

The brokers, by Henry S. Robbins, attorney of the Board of Trade, applied to the district court and were granted an injunction, restraining the collector from examining the books of the members of the Board of Trade for the purpose of assessing or collecting any taxes upon any sale, agreement to sell, or agreement of sale, made at the exchange or collecting any taxes on transfers or offers.

Judge Evans held all sales are taxable. It is plain to the court that no agreement, once subject to a tax, can later be relieved of that burden. The fact that all the trade agreements are not made in writing, with the stamps attached, cannot relieve that agreement from the tax. Any other conclusion would place a premium on misconduct.

The Board of Trade contends that the production of books is not authorized and that forcible seizure is not constitutional. I am unable to accept that contention. An order to produce books is not violative of constitutional rights.

Altho so holding, Judge Evans granted the brokers an appeal, the effect of which is to restrain the government from seizing the books or making forcible collection of taxes or penalties pending the findings of the United States Court of Appeals.

The members of the Board of Trade are not attempting to evade their just taxes. The collector's office, as is its practice, is trying to give the act the broadest construction possible by taxing everything in sight, telling the objectors to go in court and get their money back by suing the government. The question is simply one of the construction of the law.

WE APPRECIATE the Grain Dealers Journal very much.—W. C. Boyle, Morning Sun, Ia.

BULK HANDLING of wheat in Australia is being urged by the branches of the Agricultural Bureau of New South Wales, Australia. The advantages of this system over the present method of handling everything in sacks are being pointed out in papers read to the farmers of the country by members of the different branches of the Department.

# HESS DRIERS

Dry anything granular.

In continuous flow, or on the separate dump system.

# HESS OUT-DOOR CONDITIONERS

air and clean and condition grain, with no additional operating expense. They cost little and sold on 30 days' free trial.

Ask us.

## Hess Warming & Ventilating Co.

907 Tacoma Building, Chicago

Also Brown-Duvel Moisture Testers. The official or the improved kind. Glass or copper flasks.

Corn Sieves also, conforming with the new rules.

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its pages of linen ledger paper, size, 8¼x13¾ inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners.

Form 43—200 Pages, \$2.25

Form 43XX—400 Pages, \$3.75

Grain Dealers Journal  
305 So. La Salle St., CHICAGO, ILL.



## Patents Granted

**1,214,064. Bag-Holder.** (See cut.) Oscar E. Peterson, Brunswick, Neb. A bag holder including an angle bracket having a vertical and a horizontal leg, bag carrying arms pivoted to the vertical leg, and gripping arms pivoted to the horizontal leg.

**1,213,171. Screw Conveyor.** (See cut.) Ottomar Oskar Erfurth, Teuchern, Ga. A screw conveyor comprising a boss extending around and progressing along the shaft, and increasing in radius from one end to the other. The outer surfaces of the boss lie parallel to the axis of the shaft, and a spiral band is arranged on the boss.

**1,213,408. Conveyor-Bucket.** (See cut.) Soame E. Pfahler, Hopewell, Va. The combination of a conveyor-bucket comprising a fixed rear wall and two sides formed with an open top and bottom and provided with a hinged front wall, of a removable bottom plate provided with retaining pins, and sockets in the front and rear walls in which to place the pins, with means for locking the wall to the bucket. The sockets are so placed that the bottom may be adjusted to the position desired.

**1,213,971. Apparatus for Transferring Grain.** (See cut.) Charles H. Swarner, Wayne, Neb. A frame adapted to contain a grain wagon, duplicate spaced pairs of bearings mounted on the top of the frame, a reversible elevator leg having a pair of aligned pivotal and supporting arms extending horizontally from the opposite sides of the leg and journaled in the pairs of bearings alternatively, a conveyor shaft extending thru the leg and projecting from its opposite sides, a driven shaft journaled in the frame, and means for connecting the driven shaft coaxially with either end of the conveyor shaft.

**1,214,526. Bleaching Grain.** (See cut.) Wynn E. Ellis, Chicago, Ill. The combination of a structure having a vertically extending chamber and a closed top, means for supplying grain to the top of the chamber, a valved discharge at the bottom of the chamber for maintaining a grain-column in the chamber, means for supplying a bleaching agent and steam to the upper portion of the chamber, means for produc-

ing a current downwardly thru the grain-column, and means for causing the bleaching agent to pass upwardly thru the column, and an outlet for the unabsorbed agent from the grain.

**1,214,761. Bag-Holder.** (See cut.) Albert P. Craig, Drayton, N. D. A bag holder comprising a supporting part, a bracket carried by the supporting part, a cross member carried by the bracket and spaced from the supporting part and under and over which the mouth of the bag is adapted to be engaged with the bag disposed between the cross member and the supporting part, and a bail pivoted to the supporting part a predetermined distance beneath the cross member and over the free portion of which the mouth of the bag is adapted to be engaged whereby the tendency of the free end of the bail to move downwardly under the influence of gravity will stretch the mouth of the bag fully open with the forward portion of the mouth disposed below the rear portions.

**1,214,249. Dust-Separator.** (See cut.) Milton F. Williams, St. Louis, Mo., assignor to Williams Patent Crusher & Pulverizer Co., St. Louis. An expansion chamber, the bottom walls of which are conical so as to convey material into a down-spout leading from the walls; a conical wall located within the chamber, the upper edge of which is spaced from the walls of the chamber and which also has a down-spout leading from it; an inlet pipe leading into the expansion chamber, its upper end terminating above the conical wall; means arranged in the inlet pipe for imparting whirling motion to the dust-laden air; a flange on the upper end of the inlet pipe extending outwardly merely to the conical wall located within the expansion chamber, and a discharge pipe leading from the upper end of the expansion chamber.

### Exporters' Contracts Condemned.

The executive com'te of the Texas Grain Dealers Ass'n at Ft. Worth recently, adopted the following resolution:

WHEREAS, It has been brought to the attention of the executive com'te of the Texas Grain Dealers Ass'n that the large exporters of grain have worded or may so word their confirmations of contract seeking to place the entire liability for all damage and deterioration incurred while the grain is on track at certain ports, especially Galveston, upon the seller, and

Whereas, The numerous clauses contained in the said confirmations are intended to make binding upon the seller responsibility never contemplated nor agreed to at the time of sale, and

Whereas, The different interests concerned in the buying and jobbing of export grain are financially strong, and in our opinion co-operate; then, that in order to obtain equitable contracts for the sellers of export grain the time has come when the question should receive the combined co-operation and united action of all interested sellers. Therefore, be it

Resolved, That the membership of our association and the grain trade in general be urgently cautioned against signing such contracts, the fruit of skilled or crafty and well-paid lawyers, and the president of our Ass'n is hereby directed to take up this matter with the presidents of the Oklahoma, Kansas and other interested associations and urgently solicit the support and co-operation of their members in this action.

I HAVE been reading the Grain Dealers Journal for 2 years and like it very well. —I. A. Cooke, agt. Trans-Mississippi Grain Co., Smithland.

FIFTY-NINE VESSELS are under construction at Great Lakes ports for 1917 delivery; but in 1916 71 vessels were sold off the Great Lakes into the ocean trade.

SCOTLAND'S CROPS in 1916 were, wheat, 2,264,808 bus., barley, 5,177,272 bus., oats, 36,220,312 bus., and beans, 195,552 bus.; compared with wheat, 2,959,352 bus., barley, 5,025,648 bus., oats, 39,081,520 bus., and beans, 195,344 bus. in 1915.

### Insurance Notes.

ON ACCOUNT OF THE HIGH PRICE of wheat with the elevator full of grain, C. A. McKibben, manager of the house at Fellsburg, Kan., thought it wise to place an extra barrel of salt water with buckets on the main floor of the elevator.

AT THE FIRE INSURANCE INVESTIGATION at Toronto, Ont., Jan. 31 C. B. Piper of the Terminal Elevator Co., Winnipeg, stated that it was next to impossible for elevator companies to obtain insurance in Canadian and American companies. They were looked upon as hard risks. He suggested special forms of insurance to cover the elevators and grain.

THE FIFTEENTH ANNUAL STATEMENT of the Ohio Grain Dealers Mutual Fire Insurance Ass'n, issued by its sec'y, J. W. McCord, shows the following condition Dec. 31, 1916: Total receipts from all sources during 1916, including \$9,439.09 cash on hand at close of previous year, \$27,301.48; total disbursements during 1916, \$16,152.23, including net losses of \$9,164.02 paid during the year; total cash assets admitted by Ohio Ins. Dept., \$11,149.25; total net assets of the ass'n, including non-admitted assets and additional assets, \$20,060.75; liabilities, none; insurance in force Dec. 31, 1916, \$1,329,650, compared with \$1,227,100 insurance in force Dec. 31, 1915. Cost of insurance to policy-holders for the year, 40 per cent of the cost based on schedule rate or approximate cost in stock companies. The cost of insurance to policy-holders shows a yearly average for fifteen years of 36 per cent of the average basis rate.

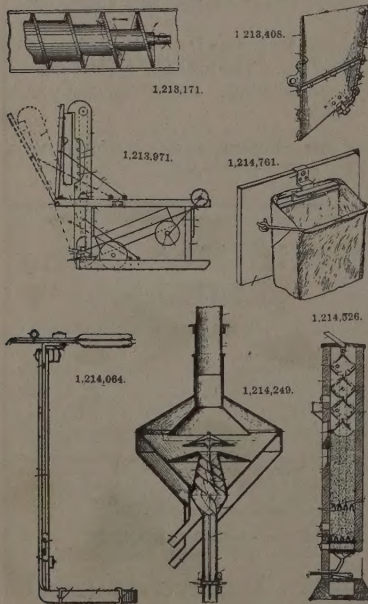
## Books Received

RED BOOK for 1916 gives statistics on the crop, imports, exports, etc., of the principal countries for the last six years classified under various headings to make it easily available. A complete description of how trading is conducted on the Board of Trade is also included. It is invaluable to the grain dealer for ready office reference. Howard, Bartels & Co., Chicago.

AGRICULTURAL ARGENTINA is an illustrated booklet of 125 pages, well printed on good paper, containing the observations of J. Ralph Pickell on the grain trade, farm practice, commercial methods, social customs and political organization of the Argentine Republic, in which the author successfully gives the North American reader a correct understanding of a country so different from the United States, dispelling illusions existing regarding the possibilities of the United States developing a direct trade with a country that must sell its surplus grain and most other products in Europe. Mr. Pickell shows that the natural course of trade will be for the United States to ship manufactures to Argentina getting its returns from European products paid for by the Argentine shipments to Europe in a triangular trade movement. Published by the J. Rosenbaum Grain Co., Chicago, Ill. Price, \$1.

I HAVE been a reader of the Grain Dealers Journal for several years and expect to continue to read it.—W. R. Owens, mgr. Montmorenci Elvtr. Co., Montmorenci, Ind.

FILING OF RATES AND CHARGES for transmission of messages by telegraph and telephone companies with the Interstate Commerce Commission is provided in H. R. 194830, introduced into Congress.





# The GRAIN DEALERS JOURNAL.

## Annual Statement Grain Dealers Fire Insurance Co.

The 14th annual statement of the Grain Dealers National Mutual Fire Insurance Co., as just issued by C. A. McCotter, sec'y, Indianapolis, Ind., shows the insurance in force Jan. 1, 1917, to have been \$37,162,576.00, against \$23,435,853 a year ago; and total cash assets of \$687,993.16, against \$574,104.07 a year ago. The assets are principally first mortgage loans and school bonds, but include \$41,850.87 cash in banks.

Unadjusted losses Jan. 1 were only \$13,996.60. During the year the company paid losses amounting to \$243,962.07, or, less salvage and discount, \$240,592.03 against \$96,234.41 in 1916.

Income from deposits and renewal premiums, less return premiums, \$424,949.75, making with interest, \$28,531.14, and balance from a year ago, \$563,907.59, a total of \$1,017,388.48.

Since its organization the company has paid \$1,208,546.64 in losses.

## Millers National Insurance Co.'s Annual Report.

The 41st annual report of the Millers National Insurance Co., issued Jan. 24, shows the following condition at the close of 1916: Assets, \$2,626,472.87; liabilities, \$1,131,818.02; cash surplus, including \$500,000 permanent fund, \$1,494,654.85; income during year, \$1,241,984.68; losses paid during year, \$633,387.51; risks in force Dec. 31, 1916, \$135,958,010.00; gain during the year, \$19,957,807.00.

The company settled 81 losses over \$2,500 each and 1,871 losses under \$2,500 each. At the end of the year there were 432 losses, amounting to \$168,245.07, unadjusted and unpaid.

Of the total insurance in force at the close of the year \$44,934,159.00 was upon flour mills, elevators and contents, and the total insurance in force upon general business at the end of 1916 was \$91,023,851.00.

The volume of mutual and short term business was greatly increased, owing to the abnormal prices prevailing for grain and its products, and the lack of sufficient transportation facilities. The general business on the cash plan was equal to its best previous years. The mutual business was again carried at less than cost, the assessment rate making a saving of 67½ per cent of the basis rate to mutual policyholders.

So MANY dependable fire resisting materials are now obtainable for covering elevator roofs wood shingles shud not be tolerated. Wood shingles on grain elevators catch so many locomotive sparks the number of elevator fire losses is increased over 30%, and the cost of insuring elevators in companies paying these losses is also increased 30%.

## WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE ASSOCIATION

DES MOINES, IOWA

JAY A. KING, President GEO. A. WELLS, Secretary

Write for Information  
Regarding Short Term Grain Insurance

INCORPORATED 1877

## The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at Cost.

Insurance in Force \$25,920,083.73 Cash surplus \$453,208.51

H. B. SPARKS, President

G. A. MCKINNEY, Secretary

HOME OFFICE: Alton, Illinois

WESTERN DEPARTMENT: Rollie Watson, Mgr., 402 Sedgwick Bldg., WICHITA, KANSAS

ORGANIZED 1902

## Tri-State Mutual Grain Dealers Fire Insurance Co. Luverne, Minn.

Average Annual Dividend to policyholders 53 PER CENT of the DEPOSIT PREMIUM.

Ask about the "TRI-STATE PLAN" for short term grain insurance.

E. H. MORELAND, Secretary

# \$1,250,000.00 Loss

chargeable principally to railroad hazard, machinery hazard, poor construction and carelessness, is the record of losses for 1915, paid by the Flour Mill and Grain Elevator Mutual Insurance Companies.

More than 90% of this loss could have been avoided. NOW is the time to clean up the premises, put your property in better operating condition and eliminate the known hazards.

Records of these losses and advice on Fire Prevention gladly furnished by

## THE MUTUAL FIRE PREVENTION BUREAU

OXFORD, MICH.

Millers National Insurance Co.,  
Chicago, Ill.  
Western Millers Mutual Fire Insurance Co.,  
Kansas City, Mo.  
Ohio Millers Mutual Fire Insurance Co.,  
Canton, Ohio.  
Penna. Millers Mutual Fire Insurance Co.,  
Wilkes-Barre, Pa.

Mill Owners Mutual Fire Insurance Co.,  
Des Moines, Ia.  
The Millers Mutual Fire Insurance Co.,  
Harrisburg, Pa.  
Texas Millers Mutual Fire Insurance Co.,  
Ft. Worth, Texas.  
Michigan Millers Mutual Fire Insurance Co.,  
Lansing, Mich.

## GASOLINE ENGINES

When you come down these cold mornings and find everything tightened up, we know your natural impulse will be to thaw the engine out the easiest way possible; but don't do it. Take a little time and do the job right. That elevator of yours is worth more than a few minutes' delay. Play safe always.

FITZGERALD & McCOTTER  
Western Managers  
Omaha, Neb.



C. A. McCOTTER  
Secretary  
Indianapolis, Indiana

INDIANAPOLIS, IND.

## COAL SALES BOOK

Form 44.

FOR RETAIL COAL DEALERS.

It facilitates bookkeeping and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the journal from which the posting is done. It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchases, Gross, Tare, Net Pounds, Price Per Ton, Amount. This book is 8½x14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth; has leather back and round leather corners. Price, \$2.00. For sale by Grain Dealers Journal, 305 So. La Salle Street, Chicago.



# ACCOUNT BOOKS FOR GRAIN DEALERS

COMPLETE SET FOR \$4.25

## A GRAIN RECEIVING BOOK (No. 12 AA).

**Grain Register** is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received. Each page is 8x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages or spaces for records of 4,000 loads. The book is well printed and ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2½ lbs.

## A GRAIN SHIPPING BOOK (No. 14 AA).

**Sales, Shipments and Returns** is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding **Sales** and **Shipments**; the right-hand pages for **Returns**. Under **Sales** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **Shipments** are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under **Returns** are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of over 2,200 cars, is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Weighs 3½ lbs.

## GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

## Grain Shipping Ledger

**Form 24.** An indexed shipping ledger for keeping perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$2.75.

## GRAIN DEALERS JOURNAL

305 So. La Salle Street

CHICAGO, ILL.

## A Rare Combination

A rare combination of characteristics is possessed by THE ELLIS CONTINUOUS FEED GRAIN DRIER. We refer to the exclusive Double Pressure Air Application, Woven Wire Cloth Construction, Gravity Continuous Feed, and Return Air System. Each of these features possess sheer merit and deserve your consideration.

## THE ELLIS DRIER COMPANY

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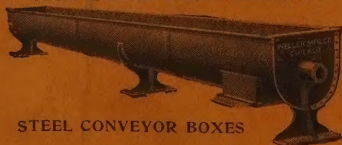
**DO YOU** want machinery that will run 24 hours a day and every day and that will not put you out of business with continual breakdowns and repair bills?

If you do, **specify and insist on getting**

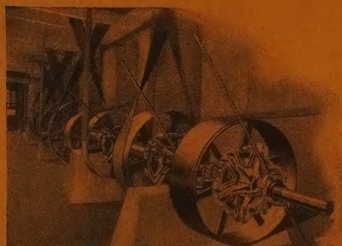
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COLD ROLLED SCREW CONVEYOR



STEEL CONVEYOR BOXES



POWER TRANSMISSION MACHINERY



STEEL  
ELEVATOR  
CASINGS

Our Catalog G-20  
Tells the Story

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The New Addition  
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**GIRARD POINT  
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Philadelphia

has had the second  
installation  
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## DAY Dust Collecting System

The new Equity Co-Operative Elevator at St. Paul is also being equipped with the **DAY COMPANY SYSTEM**.

If you want a perfect system or Dust Collector write

**THE DAY COMPANY**  
Minneapolis, Minn.